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Life and death
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Trevor Fishlock looks at the Eastern invasion of Vancouver
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Playday
John Woodcock looks ahead to England's first one-day match against Pakistan at Lahore

Customs go-slow in Italy ends

Italian customs men called off a work-to-rule after government officials agreed to meet demands for more staff and better pay and benefits. The union said the go-slow was cancelled after a meeting with the Minister for Public Administration. The two-day action caused traffic jams at some border posts.
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Hijack ended

Swiss policemen disguised as caterers overpowered a man who had hijacked an Air France Boeing 737 with 62 passengers on board and demanded to be flown to Libya.
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Bus booby-trap

Three Israelis were killed and nine others injured when a booby-trapped grenade exploded on a crowded bus in Ashdod.
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Video children

A report based on a national survey claims that nearly half of the children in England and Wales watched a "video nasty" Page 3

Niemöller dies

Pastor Martin Niemöller, a Protestant church leader who defied Hitler and crusaded against American involvement in Vietnam, died in Wiesbaden aged 92.
Obituary, page 16



Base rate cut

Bank of Scotland cut its base rate by 0.25 of a percentage point, but the other banks held back. In response sterling fell 90 points to \$1.4760.
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Clubs warned

Birmingham and West Ham have been given a two-year suspended ban from the FA Cup following last month's pitch invasion by supporters at St Andrew's.
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Letter: On higher education, from Lord Flowers FRSE, and Mr R Wilson; grain troubles, from Mr T P O'Brien; Lenten fasts from Canon A Glendinning. Leading articles: European defence: China: Mr Dimbleby. Features, pages 12, 14
The problems of pointing the way at No. 10: Ronald Butt looks for the substance behind the banana skins: what now for Moscow's sacked theatre director? Spectrum: Fly now, pay never - the great air ticket racket.
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Michael Ratcliffe writes about the peculiarities of Cambridge University: Andrew Sinclair reviews Bashevis Singer, Penelope Lively, and the rest of fiction of the week: Marcel Berlins on Ruth Rendell. Gladys Mitchell, and other crime.

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Takeover rivals in joint bid for Scott Lithgow

By Jonathan Davis, Financial Correspondent

The future of the threatened Scott Lithgow shipyard on Clydeside looked close to being finally settled last night after the two remaining bidders, Trafalgar House and Howard Doris, linked up with a joint takeover approach.

The decision removes most of the remaining obstacles to a successful private sector takeover of the British Shipbuilders yard, threatened with closure since before Christmas. At least 2,000 of the 3,500 workforce are likely to keep their jobs if the deal goes through.

Trafalgar House and Howard Doris, in a statement announcing their surprise move, said they had decided, after lengthy negotiations of the last few weeks, that a joint approach represented "the only feasible basis" for saving Scott Lithgow.

The two companies will now begin a final round of detailed negotiations with both British Shipbuilders and Britoil, the oil company whose decision to cancel an unfinished North Sea rig order before Christmas sparked off the present crisis at the yard.

Mr Eric Parker, the chief executive of Trafalgar House, said the two companies were determined to complete the takeover by the end of next week.

"We think there is now a very good chance of saving Scott Lithgow, but speed is still essential," he said.

The decision by the two rival bidders to get together was

taken at very short notice and the news appeared to come as a surprise to both British Shipbuilders and to Britoil. Mr Parker said it had been taken at the companies' initiative and not as a result of political pressure.

Any deal will have to be ratified by the Government, but approval is not expected to be a problem. Mr Norman Lamont, minister of state at the Department of Trade and Industry with responsibility for the shipbuilding industry, welcomed the news last night.

He said he hoped that detailed negotiations could be concluded as rapidly as possible, and promised that the Government would react quickly when it received the detailed proposals.

The agreement between Trafalgar House and The Anglo-French Howard Doris envisages a joint bid, with Trafalgar taking a 75 per cent stake.

A speedy resolution is regarded as essential if the bidders are to have a chance of completing the Britoil rig which is little more than a third complete - by the target date of March 1986.

A meeting has been arranged with senior executives at Britoil today and the two companies also intend to hold an early meeting with negotiators from the shipbuilding unions, to convey their plans for future employment.

Mr Parker would not be drawn on precise totals for

future manning. But Mr Albert Granville, the chief executive of Howard Doris, said: "I am on record as saying that in the long run, employment prospects can only improve."

Mr Granville said the two companies had shown a sense of urgency in reaching their joint agreement. "We now expect Britoil, British Shipbuilders and the Government to show a similar sense of urgency."

The two companies said they intended to pursue vigorously further orders for the yard in the oil rig and offshore construction field. While Trafalgar House has the greater financial muscle, Howard Doris - which already operates a rig construction yard at Loch Kishorn - has more experience in offshore construction.

Mr Parker said "We think that by combining resources we are more likely to be successful and obtain further orders." He refused to disclose the price the two companies were prepared to pay for the yard, which lost £57m in its last financial year.

Apart from the Britoil rig, the two companies also intend to complete another rig ordered by BP, which was cancelled last week. The rig will be handed over to British Shipbuilders, who will then sell it for the best price they can obtain.

The cancelled rig orders have sparked a series of litigation moves, and the two companies say their takeover is conditional on all legal action being dropped. Kenneth Fleet, page 17

'Supergrass' trial QC quits Ulster

From Richard Ford, Belfast

A Queen's Counsel who withdrew suddenly from a "supergrass" trial, has been advised by doctors in London not to return to Northern Ireland.

The strain of appearing in major criminal cases has meant that Mr Richard Ferguson, who has represented many republican defendants, is now considered medically unfit to continue in a current case.

After a complaint from a defendant that he had learned from a Sunday newspaper that Mr Ferguson had moved his practice to London for personal reasons, Mr Justice Hutton said yesterday that he had no doubt the professional body of the Bar would be considering Mr Ferguson's withdrawal from the Robert Quigley informer case.

Mr Ferguson withdrew from the trial at Belfast Crown Court on February 15, and travelled to London where he has since been treated by a Harley Street specialist.

He said: "I will not be returning to Northern Ireland, as a result of medical advice I have been given."

Because of the stress and strain of the number of trials I have been involved in over the years, I am unfit on medical grounds to continue with the case."

A relative of Mr Ferguson said his wife and family were still in Northern Ireland.

Mr Ferguson, aged 48, said the instructing solicitor had been notified two days ago that a medical certificate was being sent to explain his absence, and

that the chairman of the Bar Council had also been notified. "I have withdrawn from the case in the interests of my health," he said. "I will not be returning to Northern Ireland."

His sudden withdrawal has left three defendants without a senior counsel to represent them. Two of them have now withdrawn their instructions from their remaining lawyers.

Yesterday, one of them, Mr Patrick McCloskey, complained to Mr Justice Hutton, that he had been given no explanation for his QC's withdrawal other than what he had read in a Sunday newspaper. "Mr Ferguson's name cannot have been on my case, if he was thinking of moving his practice for very personal reasons to England," he said.

He added that he had no legal representation because of the "unprofessional conduct of a senior counsel", who had not given him the courtesy of an explanation.

Mr Ferguson is well known in Northern Ireland political and legal circles. He was a unionist MP at Stormont until 1970, when he resigned, a year after leaving the Orange Order. Mr Ferguson was linked with the liberal wing of the party, but in April, 1970 his home in Co Antrim was damaged by a bomb, and a year later he joined the Alliance Party.

Last year he became the first barrister from Northern Ireland to be called to the Irish Republic's Inner Bar, and he is

Continued on back page, col 6

Waldorf gets £120,000 damages from the Yard

Mr Steven Waldorf, who was seriously wounded in a London police operation last year, yesterday received out of court damages of £120,000 from Scotland Yard. The police will also pay the costs of his legal representation.

A cheque was handed over to Mr Waldorf's lawyers by the Yard yesterday, the bill for legal costs of up to £22,000 will be settled later. The settlement is

believed to be one of the highest, if not the highest, ever made by a British police force to a civilian.

Mr Waldorf, aged 27, was hit by five bullets and pistol-whipped after detectives mistook him for David Martin, then a dangerous fugitive, as he sat in a car in a west London traffic jam in January last year. Two of the policemen were tried for attempted murder and acquitted.

Nissan names three sites in shortlist

Nissan, the Japanese car makers, narrowed down its search yesterday for a site for £300m car assembly plant in Britain, after a tour of the eight possible sites by senior company executives, they announced a shortlist of three sites.

Two sites are on Humberside and at Washington, near Sunderland Airport. The third is one of the three offered in Wales, at Shotton, in Deeside, Clwyd.

The first phase of building a car assembly plant costing £50m will create 500 jobs. But it is hoped phase two, a full production plant costing £300m, will create nearly 3,000 jobs.

Threat to shoot NUJ men

By Barrie Clement, Labour Reporter

Four journalists working for a Libyan news agency in London have been dismissed and told that they could be shot if they persist with an industrial dispute, the National Union of Journalists said yesterday.

One of the protesting journalists, a member of the NUJ, is said to have been told: "It takes one bullet to take one man."

The threat is alleged to have been made by Mr Salim Najim, director of the Jamahiriya news agency, who added that if the protests continued, security agents at the embassy, the Libyan People's Bureau, would be called in.

Similar threats were made yesterday to three other journalists working for the

news agency, according to Mr Michael Smith, national officer of the NUJ.

"We're taking this very seriously given the past activities of the Libyans," Mr Smith said. "It is the most outrageous series of statements I've ever encountered in my career as a negotiator."

The dispute is over the fact that one of the NUJ members was supposed to have been paid on February 23, but has not yet received his salary. He went to see Mr Najim to complain and was accused of being "disruptive and uncooperative."

He was then dismissed and threatened.

One of the journalists concerned is an Iraqi, another is a Syrian and the other two are Palestinians. Two British-born



Showing the flag: The Princess of Wales meeting crowds yesterday at Lisson Grove Health Centre, north west London

Miners may resort to flying pickets

By David Felton, Labour Correspondent

The threatened strike by 70,000 miners in Yorkshire and Scotland next week could lead to the re-emergence of "flying pickets" if today's meeting of the National Union of Mineworkers executive decides against turning the dispute into a national confrontation with the Coal Board.

Members of the NUM executive gathered in Sheffield to hear Yorkshire and Scottish Leaders urge that the strikes called in their areas against threatened pit closures should be spread to others.

This move is unlikely to get the support of the full executive and it is expected that the leadership will wait to see if there is a "domino effect" next week with other areas joining the strikes spontaneously. But right-wingers will press at today's meeting for a national ballot if there is a move to involve a majority of Britain's miners.

Some moderates are also expected to voice fears about the possibility of pickets from the two striking coalfields being sent to other areas to win backing for stepping up the action. Mr Ray Chubb, general secretary of the Nottinghamshire miners, last night said that he expected Yorkshire pickets to be outside pits in his area on Monday morning.

"Yorkshire miners will inevitably picket in an effort to drum up support, and we will request our members not to cross picket lines, but at the end of the day it will be for the individual to decide," Mr Chubb said.

That statement conceals the fear that some miners in moderate areas will want to work normally and will be reluctant to observe the picket lines, which could lead to disputes between the areas of the NUM.

The left on the executive will be arguing today that the Yorkshire and Scottish action should be supported and encouraged in view of the latest announcement from Mr Ian MacGregor, the Coal Board chairman, that about 20,000 jobs will disappear from the industry over the next 12 months.

Mr Arthur Scargill, the NUM president, disputes the board's figures for planned production cuts and has claimed that Mr MacGregor is aiming for an industry slumped down to 100 pits, employing 100,000 men instead of the present 171 collieries, employing 184,000.

The whole of south Yorkshire remained on strike yesterday, with 14,000 men stopping production at 15 pits in Scotland, miners walked out at the Seafield colliery, Kirkcaldy. 24 hours after the end of a three-week strike there.

Guerrillas killed deep in Namibia

From Michael Horsey, Johannesburg

South African security forces have shot dead three out of a group of 14 guerrillas in the Rietfontein district of Namibia, a military spokesman in Windhoek announced yesterday.

The skirmish took place more than 300 miles south of Namibia's border with Angola. Guerrillas have seldom, if ever, been sighted so deep inside Namibian territory. How they got there is not clear.

The latest shootings bring to 41 the number of Swapo (South West Africa People's Organisation) insurgents who have been killed in the last 12 days.

It appears they were among the 800 Swapo guerrillas who, the South Africans say, have slipped across the frontier during the past three weeks. In an attempt to get as many men and guns south of the border as possible before Swapo's bases in Angola are closed

Labour six rebel on illegal rate

By David Walker

Discussion among Liverpool Labour councillors over raising an illegal rate later this month yesterday led to open revolt when six members, led by the former chief whip, Mr Joseph Morgan, promised to vote against any illegal budget.

In a statement circulated at a council meeting Mr Morgan said: "No figures have been presented to the Labour group of councillors and if an improper and illegal budget is announced which placed in jeopardy the livelihood of council employees, it will not have my support."

The other councillors to support him were: Mr Eddie Roderick, Mr Bill Snell, Mr Paul Orr, Mr Pat Johnson and Mr Peter Murphy.

The revolt, if carried forward to the budget meeting on March 29, would rob Labour of its overall majority. There are 51 Labour councillors, 28 Liberals and 20 Conservatives.

Mr Richard Kemp, a Liberal promised yesterday that with Labour support or abstentions his party would push through a legal budget.

Mr Morgan's statement reflected the concern of a number of Labour councillors over the effect of a default on employees.

Even the leader of the council, Mr John Hamilton, has distanced himself from the deputy, Mr Morgan, by making the support of the municipal trade unions a condition of proceedings with an illegal rate.

At the meeting on March 29, a majority of councillors have to vote for a workable budget and a rate levy.

While Mr Morgan and colleagues say they will vote against an illegal budget proposed by Mr Morgan, it is not certain they would support Sir Trevor Jones, the Liberal leader, in a budget that could entail redundancies and cuts.

British ship hit in Iraq air raid

A British merchant ship sailing in convoy in the Gulf war zone was attacked and some of its crew injured, the Foreign Office last night said.

A spokesman said the Charming, a bulk carrier registered in the Channel Islands, was extensively damaged. Two crew members sustained minor injuries.

Iraq claimed responsibility for the air raid, the Foreign Office said. Reports have been received that other vessels in the convoy were damaged.

It is believed a heat-seeking missile hit discharge equipment on the Charming, which damaged the superstructure. The crew of 14 abandoned ship but are reported to be safe.

"We regret this incident and deplore attacks on shipping in the Gulf and any escalation of the Iran-Iraq conflict," the Foreign Office spokesman said.

Confirmation of damage to the Charming came after a Turkish and an Indian shipping company acknowledged that their ships had been hit in the same raid.

The identity of a fourth vessel mentioned by the Foreign Office has not been revealed, but there has been speculation that it might be Iranian.

All four ships were apparently part of the same convoy organized by Iran.

GENEVA: The International Committee of the Red Cross yesterday said its delegates in Tehran had examined Iranian soldiers clearly suffering from the effects of chemical weapons (Our Correspondent writes).

On Monday, a medical team saw 160 wounded whose symptoms lead "to the resumption of the recent use of substances prohibited by international law."

The common symptoms found by the Red Cross doctor included extensive superficial burns (first and second degree) and serious respiratory and eye problems. However, the clinical progress of some patients is marked, eight days after exposure, by severe problems of blood coagulation, the Red Cross statement said.

"This is accompanied by a major drop in the number of white corpuscles. These problems, linked to respiratory and renal difficulties, have led to the deaths of several patients."

The statement went on to emphasize that the use in battle of toxic substances was incompatible with respect of humanitarian principles.

An outright condemnation by the Red Cross of one party to a conflict for using chemical weapons is rare. In 1967, after many reports alleging that Egyptian troops in the Yemen had employed such weapons against hostile tribesmen, Red Cross headquarters finally announced that several of its delegates had witnessed attacks, including indiscriminate use against civilians.

The figures are likely to be less than welcome to many private hospitals.

Gas accusations, page 8



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Registration for citizenship to cost less from next month

By Philip Webster, Political Reporter

The Government is to make it cheaper from April 1 to become a British citizen. But it has rejected proposals that people with an entitlement to register for citizenship should not be charged at all.

Simplified and speedier procedures for handling applications, a reduction in police time spent on enquiries, an increase in staff deployed on cases and a more efficient accounting system inside the Home Office mean that fees for registration as a British citizen will be lowered from £70 to £55.

Although the registration fee for the first child will go up from £35 to £55, second and subsequent children will pay nothing if they apply at the same time. The overall effect of the changes mean that families will pay less, in some cases saving more than £200.

The full cost of dealing with nationality applications, however, will continue to be recovered from applicants and unsuccessful applicants, whose fees were fully refunded, will now have to forfeit £10.

The charges were announced yesterday in a White Paper responding to last year's report

of the Commons select committee on home affairs. That proposed reforms to reduce costs in both the Home Office nationality division and on police inquiries and said that savings should be passed on to applicants.

The Government accepted most of the committee's recommendations but not its proposal that entitled to register for citizenship, who must under the terms of the British Nationality Act, 1981, exercise their right before 1988, should be able to do so free of charge. That would involve a new and continuing subsidy from the taxpayer, it said.

There were mixed reactions to the Government's announcement last night. Mr John Wheeler, Conservative MP for Westminster North and chairman of the race relations and immigration subcommittee of the Home Affairs Committee, said that the outcome was a major achievement for the select committee.

Mr Greville Janner, Labour MP for Leicester West, who has been campaigning for a reduction in citizenship fees, said that the proposals were wholly inadequate. Legislation would cost £55 more than the select committee proposed and naturalization double. It was disgraceful that the Government had ignored the committee proposal that there should be no charges to those in receipt of supplementary benefit or family income supplement, he said.

Pollution figures fall

By John Young

A big reduction in some forms of environmental pollution in Britain is indicated in statistics issued yesterday by the Department of the Environment.

The figures show that smoke emission from coal combustion has fallen by more than 80 per cent in the last 20 years.

Sulphur dioxide emission, which has caused recent concern in the context of acid rain, is claimed to be down to the level of the early 1940s. Emissions of lead from petrol fell by 20 per cent between 1973 and 1982.

River water quality has continually improved during the last 20 years, although nitrate concentrations have on average doubled, with the biggest increase in areas of intensive arable farming.

JPs seek greater bail powers for police

By Frances Gibb

Legal Affairs Correspondent

Greater powers for the police to impose conditions when granting bail were urged by the Justice Clerks' Society yesterday as a way of reducing the numbers remanded in custody.

In written and oral evidence to the home affairs committee of MPs, which is looking at the problem of remands, the society said that the police should be able to impose such conditions that the accused stay at a particular address, report at specified times or surrender a passport to the police.

The proportion of people released on bail would also be increased if courts could require that the accused provide a surety for his good behaviour as a condition of bail. Bail was most often refused because of the likelihood of further offences being committed the society said.

The Criminal Bar Association also proposed the idea of a special "bail court" near the remand prison. It would hear cases where police intended to object to bail and relieve courts of much of their work.

Other measures to help reduce remands in custody proposed by the Justice Clerks Society, included committing an accused person to trial without waiting for written statements to be prepared, subject to safeguards.

A survey of 259 remands to Bedford Prison in September 1982, had shown that of all adjudgments, 92 per cent were requested by the prosecution and in 48 per cent of cases, the reason was preparation of committal papers.

"Reform of committal proceedings in this way would reduce the weekly production of prisoners at court, and reduce the time spent by prisoners on remand," the society said.

To cut down the pressure on crown courts, the society proposed that offences tried by jury should be reclassified to qualify for trial by magistrates, and that Section 47 of the Criminal Law Act, 1977, under which the prosecution must disclose its case in defence, should be brought in.

At present, defendants could elect trial by jury simply to obtain the prosecution's statements and after receiving them, consent to summary trial.



Domino theory: Miners at Yorkshire Main, striking over the way local shift payments are measured, pass the time before joining Monday's all-out strike in the coalfield.

Closures affect old pit areas

By David Felton, Labour Correspondent

The brunt of pit closures over the next 12 months will be felt in old mining areas, Scotland, South Wales and North-east, where many pits are nearing the end of their productive lives.

Mr Ian MacGregor, National coal Board chairman, has considerably rejected charges by Mr Arthur Scargill, president of the National Union of Mineworkers, that the management has a "hit list" of uneconomic pits planned for closure. But after Tuesday's announcement of production cut backs union leaders are more than ever convinced that it exists.

Mr MacGregor has said that no more than 20,000 of the 184,000 mining jobs will disappear and that about the same number of closures as this year will probably take place next year.

In the past year there have been 15 closures, one partial closure and seven mergers.

Mr MacGregor aims to cut

production by four million tonnes early in the next financial year, to balance supply and demand quickly. The target for next year is 97.4m tonnes, which the board believes it can sell and therefore start reducing more than 50m tonnes of stockpiles.

The area facing the biggest cutback of 1.4 million tonnes is the North-east, where 17 pits employ 23,500 people. The pits down the coast, where workings go under the North Sea, are mainly profitable and employ about two-thirds of the workforce.

But the inland collieries, like Bates at Blyth, Horden, co Durham and Sacristone, near Durham city, have consistently lost money and could be targets for closure or cut backs.

The North-east came joint second with Scotland in the table of loss-makers, with losses last year of £67m which are expected to be higher this year.

The big loss-maker however, is South Wales, which last year reported a £113m deficit.

Mr Philip Weekes, NCB area director, said yesterday that there would be an improvement of about £20m this year because of improved productivity and elimination of uneconomic capacity. He predicted that the production cut being demanded of South Wales, down from 6.9 million tonnes this year to 6.75 million tonnes, would lead to "little variation" in output.

The coalfield has in the past 12 months lost five pits, but there is optimism that the field's losses could within 12 months be pulled back to less than £50m, when profits from open-cast operations are included. That could halt pit closures.

Scotland, along with the older coalfields of south Nottinghamshire and South Yorkshire, could also face closures. Scotland has had three shutdowns and there are disputes over two other pits. Polmaise and Bogside, which face imminent closure.

Closures and mergers since March 1983	
Scotland	April 28
Highhouse	April 28
Som	April 28
Cardowan	April 28
Bogside	April 28
Polmaise	April 28
Norfolk	June 28
E Heston	June 28
Murton/Heston	June 28
Lymington/Ellington	June 28
Herrington	June 28
N Yorks	Sept 30
Newmarket/Slaton	Sept 30
Rothwell	Sept 30
S Yorks	Sept 30
Elsecar	Oct 28
Shircliffe/Sheffield	Oct 28
Doncaster	Oct 28
Goldthorpe/Highgate	Oct 28
S Wales	June 17
Ty Mawr/Lewis Merthyr	June 17
Wynham/Western	June 17
Blangwath	June 17
Stannish	June 17
Penrhyon/Deep	June 17
Navigation	June 17
S Wales	Jan 6
Desford	Jan 6
Sriberton/S Leics	Jan 6
Whitwick/S Leics	Jan 6
N Derby	Jan 10
Shirebrook/Pleasley	Jan 10
Westhorpe	Jan 10
Western	Mar 27
Crofton	Mar 27
Bickershaw/Parsonage	Mar 27
S Wales merged with Whitwick after merger with Sriberton	

Coal output rising as productivity falls

By David Young, Energy Correspondent

Research into the National Coal Board's use of technology shows that output at the coal face has risen by 27.5 per cent since 1976, but elsewhere underground productivity has dropped 2.5 per cent.

The Technical Change Centre says that this disparity is due partly to the board's allocation of its development efforts.

A shift of resources to improving technology elsewhere underground would be the most effective way to improve overall performance, it says.

The report also concludes that there is no inherent conflict between greater productivity and improved health and safety.

The Technical Change Centre is sponsored by the Leverhulme Trust, the Science and Engin-

ceering Research Council and the Economic and Social Research Council.

Poland denies rise in exports

The Polish state coal marketing company, Węglokoks, has denied a suggestion from Mr Arthur Scargill that Polish coal imports to Britain are to be increased.

It said that since 1975 coking coal has been sold by Węglokoks to the British Steel Corporation, but only of types not available in Britain.

In 1980-83, when British coal exports increased by 14 million tonnes, Polish coal exports to traditional Scandinavian markets decreased significantly.

Whitelaw promises resolution

By Our Political Editor

Lord Whitelaw of Penrith, the only deputy Prime Minister has or wishes to have, yesterday promised Conservative members of the European Parliament that there would be no failure of government will or determination.

He told them that the Government had been returned last June with a "stunning majority".

It's purpose had been to carry through the restoration of individual responsibility, Britain's economic fortunes and authority in the world.

The MEPs' London meeting was private, but Conservative Central Office circulated Lord Whitelaw's text, demonstrating that his purpose was to dispel the doubt and anxieties within the party which Mr Edward du Cann, among others, has in ministers' eyes aggravated by being willing to discuss them in public.

ONE - FETCHED £2,300 AT PHILLIPS

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The department is still accepting items, both large and small, for the next Fine Sale of Silver and Plate on Friday 27 April at 11 am.

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Printing deal marks breakthrough in use of computers

By Barrie Clements, Labour Reporter

A deal agreed yesterday between a printing union, a printing group and a publishing company marks a breakthrough for the use of new technology in the industry.

The National Graphical Association (NGA) has signed an agreement which might hasten the decline of traditional functions carried out by contract printers, but could also mean new job opportunities for NGA members.

The publishers, London Portrait Magazine, the biggest company in Europe distributing free magazines, have cancelled a contract with Belgian printers in favour of Chase Printers Group which is based in Cornwall and employs well over 100 NGA members.

The deal breaks new ground in allowing the publishers to "key-in" copy from their London office which would normally be processed at the printers.

Two NGA men will be employed by London Portrait Magazine to type in material to a terminal which will send it to Chase via a telephone line. Initially pictures and layouts will have to be sent by courier, but there is scope for all necessary information to be sent down the line.

The three signatories to the deal said that the trend to transfer contract printing abroad could be reversed if other companies take advantage of the precedent.

London Portrait Magazine publishes *London Portrait*, *Scottish Portrait*, *Property and Investment* and *Selfridges Magazine*, all free publications.

A joint statement said yesterday: "It has demonstrated that printer, publisher and the NGA can work together and achieve a mutually beneficial agreement."

which also provides for the utilization of new technology in a constructive way."

Fleet Street peace formula

Mr Sean Geraghty, leader of a rebel group of Fleet Street electricians, yesterday accepted the inevitability of a return to the right-wing led Electrical, Electronic, Telecommunication and Plumbing Union (EETPU) and signed a provisional settlement formula.

The deal was agreed between Mr Tom Rice, national officer of the EETPU, and Mr Geraghty who formed a break-away branch which joined the print union Sogat '82.

The settlement, which is understood to have been underwritten by the EETPU national executive, should see an end to the threatened disruption of national newspapers by the rebel electricians.

The formula includes a clause to review the 20-year ban on holding office imposed on Mr Geraghty, but it is understood that the sentence may be set aside or reduced.

Provincial pay claim meeting

NGA leaders will meet next Tuesday to consider industrial action in support of a pay claim for 16,000 print workers employed by provincial newspapers.

Talks between the NGA and Sogat '82 and the employers group, the Newsprint Society, have ended in deadlock.

The claim submitted on behalf of 11,000 NGA members and 4,700 belonging to Sogat '82, calls for a craft minimum basic rate of £108.08, with guaranteed minimum earnings of £110.58.

Elderly fear attacks most

Victims of muggings are usually young

By Colin Hughes

The Prince of Wales's belief that the breakdown in respect between young and old has led to "countless" attacks on elderly people has thrust him into a bees nest of opinion which buzzes around little firm information.

Voluntary organizations and officials who either care for the old, or promote youth, agree on only two points: that violent assaults on old people are particularly offensive, and they are also so rare that it is hard to draw strong conclusions about their cause, or how the problem should be tackled.

The only figures on the numbers of old people who feared crime, and suffered from it, were elicited by the *British Crime Survey* published by the Home Office last year. Analysis of the survey of 11,000 people showed that muggings are most feared by old people, but victims are most often young.

A Home Office researcher said yesterday: "Elderly victims of nasty crimes are so few as to make it almost impossible to draw any conclusions."

Mrs Evelyn McEwen, information officer of Age Concern England, said: "While attention to the problem is welcomed, the notion that it is increasing or widespread is bedevilling us. For all we know the problem may have been more common in Elizabethan times than it is now."

Mr Alan Clarke, a sociology lecturer at Surrey university, is the only researcher other than the Home Office to study old people's fears. In a study two years ago interviewing 145 old people in east London he found that crime ranked with health and money as their greatest source of anxiety.

"They regularly commented on the atmosphere of threat when encountering gangs of

FEARS ABOUT AND INCIDENCE OF STREET CRIME			
	Felt very unsafe %	Were victims %	
Women:			
over 60	34	1.2	
51 to 60	17	1.4	
16 to 50	15	2.8	
Men:			
over 60	9	0.6	
51 to 60	2	1.6	
16 to 50	1	7.7	

Source: British Crime Survey, Home Office Research, March 1983.

youths around shopping centres, but when I asked if they had actually experienced assault they always said they had heard it happened to a friend of a friend," he said yesterday.

Mrs Sally Greengross, deputy director of Age Concern England, was delighted that the Prince had drawn attention to the need to foster a closer understanding between the generations. Mrs Greengross wanted to see schemes bringing old people into schools. "To enable young people to see how much they can offer each other."

Successful experiments in the United States with "reparation" schemes, bringing together young offenders and victims, are encouraging similar attempts here.

In the first week of 1984, chosen at random, the following attacks received national press coverage: Jan 3. A blind woman, aged 87, robbed at her home in Eton of £30 by two children aged about eight. Police believed the culprits had also similarly raided the homes of three other women aged 89, 83, and 79. Jan 4. Mrs Amelia Coleman, aged 99, attacked by two youths aged around 20, in her garden in Orpington. Jan 6. Mr Robert Tally, aged 84, stabbed three times in the back and stomach by two youths while walking home from his club. The attackers ran off empty-handed. It was his second mugging in three weeks.

Gale Room

English china bids climb

By Geraldine Norman, Sale Room Correspondent

Porcelain dealers in London were left gasping yesterday at the prices secured by a first period Worcester at an auction held by Winston's Fine Art, in Lichfield. Part of a tea service dating from the late 1750s and decorated in a well known pattern known as "boy on buffalo" - a pretty imitation of Chinese style in black, blue and white - came up for sale and secured bids around three times recent price levels.

A teapot went for £2,100 to Charnwood, a Midlands dealer. The auctioneer had estimated £600-£800, a level which tallies with the £450 paid in London last October for a very slightly damaged teapot of the same pattern. The cream jug went for £1,700 (estimate £300-£400) to Greenwood, a dealer from Suffolk. Two stop bowls sold for £450 and £300 (estimate £150-£200 each) to Charnwood who also paid £650 (estimate £150-£200) for a teabowl and saucer.

One other trade buyer was involved in the bidding but chose to remain anonymous, having paid £300 (estimate £15-£200) for three teabowls and one defective saucer.

In contrast, at Christie's in London, Chinese blue and white porcelain dating from the reign of the Emperor Kangxi (1662-1722) had fallen drastically in price since last autumn.

Items which had been selling for about £300 to £400 were now only reaching £180 - £220, or being left unsold. Out of a total of £95,396 there was 37 per cent left unsold. Outstanding items still found buyers, however, such as the baluster vase decorated with animals at £3,456 (estimate £2,500-£3,500).

Barry Williams

In our report (March 1) of the Barry Williams High Court action against the boiler-makers' union we stated that he had withdrawn his claim and that the judge "ordered an inquiry into how Mr Williams obtained legal aid to pursue his abortive action."

We have been asked to make it clear that the legal aid inquiry is not in how Mr Williams obtained legal aid but rather what reasonable sum (if any) he should pay towards the successful defendant's costs in all the circumstances. We apologise for this mistake.

مكتبة من الأصل

Nearly half of children aged 7 to 16 'have seen a video nasty'

By Richard Evans

More than 3,500,000 children, nearly half of those aged seven to 16 in England and Wales, have watched a "video nasty" according to a report published yesterday.

More than one in five have seen at least four of such films, declared obscene by various courts, while a third of children have seen a "nasty" by the age of eight, it claims.

The latest findings of the parliamentary group video inquiry, based on a national survey of 7,000 schoolchildren and parents, follow the publication last November of initial survey results which were treated sceptically by some academics, church leaders and MPs who questioned the research's validity.

But Dr Clifford Hill, director of the research project, said yesterday the new figures were totally accurate. "All the data has been extensively analysed by a highly competent academic working party. All of us put our academic reputation behind the report."

The report claims that 45 per cent of children have seen a "nasty" compared to the original estimate of 40 per cent. Many children watched the horror films without their



Mr Bright: Questioned research's validity.

parents' knowledge, often in homes of friends or relatives. The youngsters' top 10 "nasties" were: *The Evil Dead*, which features decapitation, dismemberment and cannibalism; *Zombie Flesh Eaters*; *The Living Dead*; *The Boogey Man*; *The Burning*; *I Spit on Your Grave*; *Death Trap*; *Zombie Croc*; *Flesh*; *Zombie Terror* and *Driller Killer*.

The report also says that 57 per cent of the children had seen at least one "18" rated film. The Rev Peter Liddell, deputy headmaster of a west London comprehensive school and a working party member involved on the survey, said that the report's figures, far

from exaggerating probably underestimated the problem of "video nasties".

He disclosed that 63 out of 73 fourth formers at his school admitted this week to having seen at least one "nasty". One boy had seen 29 of the 51 films declared illegal in one court.

"Some boys and girls have had nightmares and then wake up and cannot get back to sleep. I find these figures quite appalling. These films are so dramatic and so realistic that children enter into the spirit of these films. It is poisoning and polluting their minds."

"It is going to have a degrading and devastating effect on the generation," Mr Liddell said.

Lord Cogan, the former Archbishop of Canterbury, who attended the launch of yesterday, said: "I think that severe courses of action are called for in regard to these video nasties. The moral welfare of children is quite clearly at stake. It seems impossible even for parents who are concerned to guarantee their children don't see them."

The statistics portrayed a very serious picture, he said. The Rev Gerald Burt, secretary of the social responsibility division of the Methodist church, which with the Roman Catholic church withdrew its sponsorship of the research after last year's controversy, said yesterday that he remained sceptical about the latest evidence.

Mr Graham Bright, the Conservative MP for Luton South who is sponsoring a private member's Bill to outlaw "nasties", criticized the interim report and said yesterday: "I do question the validity of the research. It points at the problem, but I do not think one can take that as concrete evidence."

Video Nasties and Children: Children's Viewing Patterns and Parental Attitudes in England and Wales (ES).

Percentage who have seen one or more video nasty						
	7-8 yrs	9-10	11-12	13-14	15-16	ALL
Boys	34.7	54.0	48.1	58.1	58.5	50.7
Girls	31.7	41.7	40.4	47.5	45.1	41.7
Both	33.2	47.7	43.7	51.5	50.4	45.5

Percentage who have seen four or more						
	7-8	9-10	11-12	13-14	15-16	ALL
Boys	16.2	28.5	23.9	34.1	30.5	26.9
Girls	11.5	19.3	16.1	22.0	18.5	18.1
Both	13.8	24.6	19.3	26.7	22.9	21.8

Percentage of children in regions who have seen none, one or more, four or more										
	North	Yorkshire	East of England	East of England	South East	South West	West Midlands	North West	Wales	ALL
None	42.5	54.5	52.0	58.5	56.0	64.0	53.8	42.4	73.8	54.5
One or more	57.4	45.4	48.0	41.5	44.0	36.0	46.2	57.5	26.2	45.5
Four or more	34.1	22.7	27.5	10.5	19.2	18.7	20.0	30.6	9.8	21.8



Sounding off: Mr Peter Rivers (left) and Mr Bernie Simmons; enthusiastic about their brand of local radio (Photograph: Brian Harris).

Radio pirates press for legality

By David Hewson, Arts Correspondent

Radio Jackie has all the trappings of a successful commercial radio station: its own shop, studio and transmitter, a regular audience claimed to approach 250,000, and even a turnover big enough to merit registration for value-added tax. What the station lacks as it approaches its fifteenth birthday, however, is a licence to exist.

Jackie is one of the most successful of the 50-odd pirate stations up and down the country which the Independent Broadcasting Authority claimed last week is eating into legal broadcasters' profits.

Mr Peter Rivers, the coordinator of Jackie and one of the station's three full-time staff at its base in Morden, Surrey, wrote to the Home Secretary, Mr Leon Brittan, yesterday, asking him to bring the pirates within the law.

The pirates argue that the number of licensed commercial stations is restricted by bureaucratic and anti-competitive reasons, not because a proliferation of stations would interfere with existing broadcasts. Mr Rivers said that a study by a Brighton radio consultancy concluded that London could support as many as 160 neighbourhood stations.

"In the greater Paris area - smaller than Greater London - 54 stations are now licensed to operate on frequencies found available by the French Government. In the United States, Canada, Australia, Italy and many other countries, commercial radio competes

for its audiences and advertising revenues.

"Technically it is perfectly feasible for many more stations to be licensed on a low power level that does not need international frequency agreement."

Jackie transmits 24 hours a day on 227m medium wave, a frequency normally occupied by the world service of Radio Moscow. "We use 100 watts and Radio Moscow uses 150 kilowatts which in the evenings can swamp us", Mr Rivers said. "We are trying to prove that it is very cheap to set up a local radio station. Your equipment does not need to cost more than £2,000 or £3,000."

Jackie's advertisers pay between £1 and £3.50 for a 30-second slot which may be heard in a listening area roughly bordered by Battersea, Croydon, Leatherhead and Richmond.



Bequest to disabled children

Lord Allerton's only daughter, Miss Melinda Jackson, who overcame physical disability to run the convalescent home for handicapped children where she grew up, has left £466,841 (472,327 gross) in her will published yesterday.

Miss Jackson, who died aged 29, after a riding accident last May, has bequeathed her estate so that Broomhayes convalescent home at Northam, Devon, can continue to run "for the care and benefit of distressed, handicapped, convalescent or needy children".

Minor bequests apart, she left the residue of her estate upon trust to Mr John D Shepherd for life and then for the benefit of the home, which has cared for about 6,500 children since it opened 40 years ago.

Other wills, page 16

Austin Rover prices up 3.3%

Austin Rover cars, vans and estate cars will cost 3.3 per cent more, on average, from midnight on Sunday. Customers will however be able to buy at current prices for some weeks because the increase will not apply to existing dealer stocks, the company said.

The Metro range will go up by an average 3 per cent, less than recently announced increases for competing ranges, it said.

Secrets trial

Sarah Tisdall, aged 23, a Foreign Office clerk accused of leaking a confidential memorandum on cruise missiles to *The Guardian*, will appear at the Central Criminal Court on March 23.

Black God

Mr Keith Jefferson, aged 33, a teacher from California who weighs 20 stone and is six foot one inch tall, is to be the first black man to play God in the York mystery plays in June.

Technology fails to lure women

By Bill Johnston, Technology Correspondent

Only one on ten of the postgraduates who will qualify this year in information technology (IT) as a result of a £100m government education programme will be women, despite their superiority as students, researchers from the Institute of Manpower Services at Sussex University have found.

Mr Alan Gordon, a research fellow involved in the project said: "When they apply they are better than the men."

The government programme, which began this academic year and will last initially for three years, is meant to increase the opportunities for educating students in computers, telecoms, communications and electronics at undergraduate and postgraduate level. Last year there were 200 information technology postgraduates in Britain but that number will grow fivefold this year.

Women are attracted principally to the "conversion" courses where they can be given advanced tuition on micro-electronics or computers without the necessity of having studied the subject at undergraduate level. According to the Sussex researchers they are primarily arts and social science graduates.

But the researchers conclude that employers are still looking to their traditional sources of recruitment, and despite the shortage of technically qualified graduates in the information technology sector they are unaware of this new supply.

The researchers conclude: "Those studying information technology from a technical first degree have been most in demand by employers. Arts and social science students converting to information technology have had more difficulty in finding employment but, even so, have been better placed on the job market than the non-IT graduates."

"Even if they go into non-IT jobs, their background training will be particularly valuable as IT increasingly affects large areas of our economic life."

State airline wants youthful image

By Michael Bailey, Transport Editor

British Airways is trying to lower the average age of its air stewardesses many of whom are approaching middle age.

Until eight years ago there was an age limit of 35 for the airline stewardesses, but this was raised to 55 under equal opportunities legislation to bring them into line with men.

Now the airline, aware of the businessman's liking for attractive young women, is concerned that its image as "world's favourite airline" may suffer. It wants cabin staff to change to five-year contracts that will ensure, since the maximum starting age for stewardesses is 26, that they need have none over 31.

The issue has come up in negotiations with cabin staff over a pay deal, which brought the airline to halt 10 days ago and in which a settlement has been delayed pending a review of career structure for cabin staff.

"We want to maintain a youthful image," an airline spokesman said yesterday. "We want a young, enthusiastic cabin crew community." The union has agreed to look at the issue, but sees it as part of a wider transformation into a "favourite" airline in which the

staff sees themselves as the spearhead and want extra responsibility allowances. A union spokesman said cabin staff were having to learn a range of new skills.

"Everyone has heard of BA cabin staff who were stand-offish and had too much British reserve. Now the airline is combating that and we welcome it. The job has a history of being manned by ex-debs and men off the boats, but all that has changed. We recognize that with airlines like British Atlantic offering a £99 Atlantic fare we have to compete not on price but in service."

The state airline has 4,500 cabin staff, equally divided between the sexes, who earn a basic £4,500 to £5,500 a year plus about £3,000 a year allowances, with a top rate for supervisors of nearly £14,000. They are recruited at ages between 23 and 26 from people with O levels who have experience working with people, and the airline wants them to be "reassuring, warm, and responsible human beings."

Their training now includes "how to put people first, use of body language and how to identify nervous and anxious passengers."



"Putting people first". Two air stewardesses, Miss Kerry Stone and Miss Anna Johns at the British Airways cabin crew training school (Photograph: Chris Harris).

Right to refuse unwanted mail expected soon

By Alan Hamilton

People who objected to unsolicited advertising mail flooding through the letterbox may soon find it easier to stem the tide.

Direct mail industry sources said yesterday that they expected the Data Protection Bill, at present in committee stage, to receive Royal Assent in the summer. The Bill, promoted by the Government to comply with European recommendations on the rights of the individual, will give everyone the right to have his or her name removed from all mailing lists.

The legislation will not however, prevent the compilation and trading of lists of names and address, and it will be up to individuals to have themselves removed from the lists circulating within the direct mail industry.

Appeal launched for Culloden restoration

By Ronald Faux

Culloden field, near Inverness, where the last military battle was fought on British soil, has been returned to the condition it was in at the time the Jacobites met the troops of the Duke of Cumberland on April 16, 1746.

The battlefield, which ranks among the most popular properties owned by the National Trust for Scotland, attracts more than 180,000 visitors a year.

A £425,000 appeal launched in Edinburgh yesterday, is to be spent on enlarging the visitor centre where the battle scene has been reconstructed and to divert a road which crosses the graves of 1,200 Jacobites.

The 108-acre site of Drumoffie Moor, has been cleared of trees

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Your money is invested in the M&G Bond Fund of your choice. You can switch between Funds at any time, subject to a small fee (currently £10). The future value of your plan will reflect the performance of the Funds you choose. However if a man of 35 started a £20 net a month plan and the unit price grew on average by 10% p.a., he would expect to receive £14,440 after 20 years for a total net outlay of £4,800.

You should remember that Fund prices can go down as well as up. You can benefit from tax relief provided your total life assurance premiums do not exceed the greater of £1,500 p.a. or one-sixth of your total income.

The plan provides life cover: for Capital Builder - 15 times your gross annual premium (i.e. the amount you pay plus tax relief); for Investment Builder - 75% of your gross annual premium multiplied by the number of years to go before you reach the age of 75. Your first two years' premiums buy capital units; subsequent premiums buy Accumulation units. The offered prices of both units include a 5% initial charge. There is an annual charge of currently 4% for Accumulation units and 5% for Capital units. Although you can cash in your plan at any time after you have paid one year's premiums you are recommended not to do so for at least four years, to avoid a forfeit of tax relief. Accumulation units are always encashed for their bid value; there is a deduction from Capital units on early encashment which reduces to nil after 10 years, e.g. you would receive 68% of their value after two years, increasing by 4% for each subsequent year. Accumulation unit prices are reported daily in the Financial Times and Capital unit prices are available from M&G on request. You have no personal liability to tax on capital gains but higher-rate taxpayers are advised to continue payments for at least 10 years, for tax reasons. Tax payable by the Company on capital gains is reflected in the price of units. Actual rights as between policyholders and the Company will be governed solely by the terms of the policies and a specimen policy form is available on request.

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18-35	114.1%	117.6%	121.1%
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45	110.5%	114.1%	117.6%
50	105.8%	109.4%	112.9%
55-62	98.8%	102.3%	105.8%
65	102.3%	105.8%	109.4%
70-75	108.2%	111.7%	115.2%

NOTES: The percentages apply to both men and women, and assume acceptance on normal terms and tax relief at 15%. If the rate of tax relief changes, the net amount you pay will change accordingly. Percentages for intermediate ages fall between the figures shown and are available on request.

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Full Name(s)
Surname (Mr/Ms/Mrs)
Address
Post Code
Occupation and Nature of Business
Date of Birth (Day/Month/Year)
Day: Month: Year:

Please circle Fund selected, otherwise your policy will be linked to Managed Bond.

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EXTRA YIELD
FAR EASTERN
GILT
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INDEX-LINKED GILT
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JAPAN
MANAGED
PROPERTY
RECOVERY

DECLARATION If you cannot sign Part B below delete it and sign Part A only.

PART A I DECLARE THAT the premiums will be paid by myself or by my spouse and the payer of the premiums will be resident in the U.K. I consent to M&G Life seeking information concerning my physical or mental health from any doctor who has attended me or seeking information from any insurance office to which a proposal has been made for insurance on my life and I authorise the giving of such information. Any declaration made by me in connection with this proposal shall be the basis of the contract between me and M&G Life Assurance Company Limited.

PART B I DECLARE THAT to the best of my belief I am in good health and free from disease. I have not had any serious illness or major operation. I do not engage in any hazardous sports or pursuits and no proposal on my life has ever been adversely treated. (You must disclose all facts likely to influence assessment of this proposal. If you are in doubt as to the relevance of any particular information you should disclose it as failure to do so may affect the benefits payable.)

Do you have an existing M&G policy? YES/NO

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PARLIAMENT March 7 1984

Bill to make more farms available for letting

AGRICULTURE

The amount of farm land currently under tenancy was less than 40 per cent compared with almost 90 per cent before the First World War, Mr Michael Jopling, Minister for Agriculture, Fisheries and Food, said in moving the second reading of the Agricultural Holdings Bill, which was designed to arrest this decline.

By amending the law relating to agricultural holdings he said, and introducing a new rent tribunal to determine the rent properly payable in respect of agricultural holdings, the Bill - which has been through the House of Lords - would make more tenancies available.

The Bill would also displace the succession provisions of the Agriculture (Miscellaneous Provisions) Act 1976 in relation to most tenancies created on or after the date it receives the Royal Assent, so that tenancies would be subject to a lifetime security of tenure only.

The new formula in the Bill would provide a fairer and more realistic basis for the assessment of sitting tenants' rents and would restore confidence in the existing arbitration system.

The repeal of the disastrous succession provisions of the 1976 Act would encourage landlords, by freeing them from the prospect of tenancies had meant that there was no true open market and the present rent formula which depended on the open market had become virtually unworkable.

The main change in the first clause, on determination of rents, moved away from the open market formula of the 1948 Act to one which more clearly reflected arbitrators' current practice. It differed in drafting, but not in intention, from the Bill originally presented to the Lords.

Eight different formulae had been tabled in the Lords and that which now appeared was a compromise. He had a clear result from the professional and the formula was workable and met the current problem.

The Government had considered whether compulsory retirement should be introduced as well as provision for voluntary retirement and nomination of a successor by a tenant. However, there was no broad consensus within the industry and the Government had concluded that the present provision was as far as it was reasonable to go.

Mr Robert Hughes, chief Opposition spokesman on agriculture, said virtually nobody believed the Bill would do any good. Even the Government's own spokesman, Mr John Grieve, admitted that the Bill was in a weak position.

Conservatives had warned against the effect of succession work to reduce the colliery spoil on the shores of the North Sea.

Earlier, Mr Malcolm Bruce (Gordon, Lib) asked what action the Secretary of State intended to take on the recent recommendations of the Royal Commission on Environmental Pollution.

Mr Jenkins: It is an admirable report which I shall be studying with great care in the coming weeks. The Government will respond before the end of the summer.

Mr Bruce: I hope in the light of his comments that many of the recommendations will be accepted. Particularly, will he give serious consideration to the early acceptance of the recommendations dealing with acid rain since it is something the Government would welcome.

Mr Allan Roberts (Bristol, Lab): Many of us will not share his view that the alternative to acid pollution is nuclear pollution.

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Mr Jenkins: I have only had the report for a couple of weeks but he will notice that it has been added to research on this.

In the longer-term the Royal Commission is going to look at the way to deal with and achieve a reduction of emissions of sulphur dioxide by a modest increase in nuclear power and I think this is something the Government would welcome.

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provisions of the 1976 Act and the statistics showed they had been right to do so. In the seven years following 1976 the decline in the tenancy sector in England and Wales had been four times as rapid as in the seven years preceding it.

The main provisions of the National Farmers' Union-Country Landowners Association agreement were to repeal succession provisions in respect of new tenancies in the 1976 Act and introduction of a new rent formula.

The new provisions were linked and represented a balanced approach to dealing with the problems of the tenancy sector. Scarcity of tenancies had meant that there was no true open market and the present rent formula which depended on the open market had become virtually unworkable.

The new formula in the Bill would provide a fairer and more realistic basis for the assessment of sitting tenants' rents and would restore confidence in the existing arbitration system.

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Among the factors affecting this was the changes in farming technology; capital cost of more sophisticated machinery; the desire for an increased standard of living; economy of scale; changes in the way farming was carried out; and the big trend towards cereal growing.

The decline in tenancies had also affected the number of farm workers. There had been a loss of 48,000 jobs in 10 years - that was one in four farm workers had gone out of the industry.

We constantly hear (he said) about the efficiency of farming, but we hear lamentably little about the efficiency of farm workers. They earned £35 a week less than comparable workers in other industries.

The Government should do much more to ensure that the many millions spent on support for agriculture was more equally distributed.

All around one saw the decay in rural life: closed schools, hospitals, village shops and the dismembering of public transport. The Labour Party would increase employment by encouraging light industry and increasing public transport.

This Bill (he said) is a sprat to catch a mackerel. The whole purpose is to soften up the Treasury for tax changes. The Government should come clean on this issue.

If there were to be tax changes the whole package of taxation should be looked at, not just one part of it. Agricultural derating must be examined.

Clause 1, dealing with arbitrations on terms of tenancies, was the result of long negotiations between the Country Landowners Association and the NFU. They had been a claim in *The Times* that the Bill could not be amended.

The Government had considered whether compulsory retirement should be introduced as well as provision for voluntary retirement and nomination of a successor by a tenant. However, there was no broad consensus within the industry and the Government had concluded that the present provision was as far as it was reasonable to go.

Mr Robert Hughes, chief Opposition spokesman on agriculture, said virtually nobody believed the Bill would do any good. Even the Government's own spokesman, Mr John Grieve, admitted that the Bill was in a weak position.

Conservatives had warned against the effect of succession work to reduce the colliery spoil on the shores of the North Sea.

Earlier, Mr Malcolm Bruce (Gordon, Lib) asked what action the Secretary of State intended to take on the recent recommendations of the Royal Commission on Environmental Pollution.

Mr Jenkins: It is an admirable report which I shall be studying with great care in the coming weeks. The Government will respond before the end of the summer.

Mr Bruce: I hope in the light of his comments that many of the recommendations will be accepted. Particularly, will he give serious consideration to the early acceptance of the recommendations dealing with acid rain since it is something the Government would welcome.

Mr Allan Roberts (Bristol, Lab): Many of us will not share his view that the alternative to acid pollution is nuclear pollution.

work to reduce the colliery spoil on the shores of the North Sea.

Mr Jenkins: I have only had the report for a couple of weeks but he will notice that it has been added to research on this.

In the longer-term the Royal Commission is going to look at the way to deal with and achieve a reduction of emissions of sulphur dioxide by a modest increase in nuclear power and I think this is something the Government would welcome.

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Jopling: Steady decline in tenancy sector

because of the bargain sector. But MPs had the responsibility to examine these matters.

Some matters would have to be further discussed in committee because the Opposition was not satisfied that the Government had got things right.

He reaffirmed Labour's commitment to security of tenure for tenant farmers. It would restore this at the earliest opportunity. Tenant farmers had as much interest in the land they farmed as did owner farmers.

He reaffirmed the Labour Party's commitment to the public ownership of rented land and to the establishment of a rural land authority.

If there was any merit at all in tenant farming, they needed to do much more to make land available for tenancy.

The Bill far short of the action required to maintain a tenanted sector and would do nothing to extend that sector.

The Opposition would be voting against it.

Mr David Maclean (Penrith and the Border, C), in a maiden speech, said only six months ago this Bill was the most exciting feature on the farming horizon. Now it was not only how they could get more people into farming but also how to stop the bankruptcies which might occur over the next few years unless they got a favourable settlement on the EEC common agricultural policy.

Current immigration law was racist in substance and execution. Mr Harry Cohen (Leyton, Lab) said when seeking leave in the Commons to bring in the Entry Clearance (Change of Circumstances) Bill, Some Home Office and immigration officials were the worst offenders, he said.

The Bill would establish the right of a person issued with entry clearance to the United Kingdom to remain there, clearance in changed circumstances, specifically the subsequent death of a spouse or parent upon whose status the original entry clearance was based.

It was inspired, he said, by the case of Mrs Afia Begum, a 19-year-old mother from Bangladesh, and her baby daughter. In January, the Bill was read the first time.

Commission report as being owed £250m in rent arrears.

He said the money, if collected, could be used to improve, modernise and build homes for those in need.

Mr Gwyn said this was a serious problem. It had been estimated that there were many local authorities who had not renewed and special efforts to diminish the growing burden of rent arrears.

Metering of water available

Metering of water supplies was desirable, Mr Ian Goss, Minister for Housing and Construction, said.

Mr Richard Holt (Langhamp, C) had said that if members of the public were permitted to go to metering, it would be possible for many local authorities to make renewed and special efforts to diminish the growing burden of rent arrears.

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Too soon to say Wildlife and Countryside Act not working

ENVIRONMENT

The Government is satisfied with the operation of the Wildlife and Countryside Act 1981, Mr William Waldegrave, Under Secretary of State for the Environment, said during Commons questions.

Mr Kenneth Weech (Ipswich, Lab) maintained the Act was proving inadequate to protect the natural landscape in East Anglia and the wildlife associated with it.

Heavily-subsidised arable farming in East Anglia is responsible for uprooting hedges, for the destruction of copses and for the devastating of heath and ancient woodland (he said) all with the support of public control.

Unless some teeth are put in the legislation then some of the wildlife in East Anglia is going to decline beyond recall.

Mr Waldegrave: I am well aware of some of the problems which exist in that area. The Act has only been in force for about a year and we are watching its progress closely. Its attempt to set up a balance between the competing interests and to compensate those who do have land which should be preserved is an attempt which must seriously be made.

Mr Peter Hardy (Wentworth, Lab): There has been substantial damage and destruction of whole sites of special scientific interest, some of them important. This is due to deficiencies in the Act which allows the three-month loophole. Could it be resolved urgently?

Mr Waldegrave: I have discussed this matter with him. There is a problem here and we are considering it. No one would thank my department for coming forward with more primary legislation, but we recognize there is a potential problem here.

Mr David Clark, an Opposition spokesman on the environment, (South Shields, Lab): How much more evidence does he need before admitting the Act is a failure? Will he expose the scandal of farmers and land owners applying for financial compensation for not pursuing environmental damage schemes which they would never contemplate if that financial compensation were not available?

Mr Waldegrave: It is difficult to prove what he alleges is true. Obviously the possibility of it exists, but a serious approach to voluntary system in this area is worth trying to make work properly. It is far too soon to say, as yet that it is working.

Mr Waldegrave is not at present taking any new steps to improve access to the countryside for walkers and cyclists, but strongly believes that public rights of way must be made useable.

Mr Waldegrave, Under Secretary of State for the environment, said during Commons questions.

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Differing views of Tory MPs upheld

SPORT

There were protests from the Government side of the House when Mr John Grieve, chief Opposition

op Oxford
hair goes
outside

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Lawyers protest over denial of access to remand prisoners

By Frances Gibb, Legal Affairs Correspondent

A serious clash is developing between lawyers and the Home Office over the denial of access to remand prisoners in custody. Barristers and solicitors have protested through the Bar Council and Law Society about the problem at Bristol but with little response.

Mr James Black, QC, a leading Bristol barrister, said the situation at Bristol was highly unsatisfactory. He hoped that the adjourning of trials to allow barristers involved in serious cases to prepare for the trial would only be a temporary expedient.

But if the Home Office refused to provide the necessary resources, he said, the "long-term implications are very serious".

The Law Society has protested to the Home Office about the difficulties at Bristol. It replied that it did not have resources available to provide the necessary arrangements for prison officers for a commitment which "has such potentially service-wide manpower implications".

At the same time, with more than 200 remand prisoners now held in police cells, solicitors are concerned that they are being distributed to stations as far as 100 miles from London and some police forces, notably Northamptonshire, do not have resources to provide interview facilities.

Mr Andrew Lockley, secretary of the society's criminal law committee, said the society was concerned that the withdrawal of facilities could become widespread.

"Clearly there is a danger of these facilities for allowing lawyers to see clients being withdrawn throughout the country. There seems to be a lack of concern about unconvicted prisoners, people who have not yet been tried, from who solicitors need to take proper instructions to prepare a case," he said.

Solicitors, he said, were concerned about the possible erosion of access both in prisons and police cells because of the general overcrowding. The Home Secretary had honoured his commitment to clear police cells of remand prisoners at the beginning of the year. But since then they had steadily filled up and there were now more than 200 held in police custody.

Confident Kohl is firmly in charge

From Michael Binyan Bonn

Chancellor Kohl returned home yesterday from his visit to Washington to begin his second year in office with the praises of his supporters ringing in his ears, and the opinion polls confirming his own high assessment of his performance a year after his resounding election victory.

The success of his Washington talks, described yesterday as more cordial than those enjoyed by a German chancellor for many a year, is sweet revenge on his numerous critics for a man written off scathingly only three weeks ago by many papers and most intellectuals as a do-nothing leader, an intellectual lightweight and an ill-informed and insensitive statesman.

These harsh judgments came after the Chancellor's controversial decision not to sack Herr Manfred Wörner, the Minister of Defence, over the Keesling affair and to retain in the Cabinet Otto Graf Lambsdorff, the Economics Minister, facing charges of corruption.

Critics included Herr Franz Josef Strauss, the ambitious Bavarian Prime Minister, who has never reconciled himself to his long-standing rival's final attainment of power and his own exclusion from office.

There was even talk of Herr Kohl as a transitional chancellor.

But characteristically, and to the bewilderment of his political opponents, Herr Kohl was entirely unmoved by the slightest accusations against him or the fact of his own less than sparkling visit to Israel.

He carried on with his normal unflappable calm, exuding bonhomie and ignoring challenges to his leadership. And senior figures in his Christian Democratic Party, which he has led for more than 10 years, warned observers not to underestimate the Chancellor's political instincts, his determination, staying power and supreme self-confidence.

The Chancellor has proved entirely right. Herr Kohl is more firmly in the saddle than ever. His popularity, far from falling as a result of the Keesling affair, actually rose. His latest rating stands at 50 per cent. His Cabinet is solidly behind him, and to carry on with little diminution of authority in spite of the controversies surrounding him.

No one would describe Herr Kohl as an exciting or inspiring leader. He is an avuncular figure who reacts to, rather than determines, situations, who prefers to diffuse, rather than confront, crises. But he has the knack of sensing both the mood of his countrymen and the way to get his policies over.

By instinct, he is a middle-of-the-road politician who dislikes abrasiveness either in foreign or domestic policy. The contrast with his predecessor, Herr Helmut Schmidt, could not be more marked. But a period of settling down seems to be exactly what the electorate wants.

Herr Kohl was elected on the promise of a "turn" in the economic, social and moral policies of West Germany. For the conservative ideologists in the government ranks, this turn has not yet been very pronounced. But that is part of Herr Kohl's strength.

He does not want to shake the consensus or move sharply to the right, preferring to nudge policies in this or that direction. Indeed, his sharpest claws are reserved for his political opponents on the right. Herr Strauss perhaps being the principal bogymen.



The long march: Columns of weary protesters arrive in Manila yesterday at the end of their journey.

Anti-Marcos marchers want poll boycott

From Keith Dalton, Manila

Chanting "Marcos resign" and "boycott", thousands of anti-Government marchers in two long columns yesterday converged on Manila's central park for a massive rally in support of a nation-wide boycott of parliamentary elections in May.

Police were placed on a city-wide red alert and hundreds of riot troops and soldiers blocked roads leading to the Presidential palace as the protesters marched through the city to the cheers of thousands of onlookers.

Two simultaneous marches began a week ago in towns 60 miles north and south of Manila to protest President Marcos's refusal to surrender his authoritarian powers as a precondition for opposition participation in the elections for the 200-member National Assembly.

Advocates of a boycott who claim the elections will simply legitimize Mr Marcos's autocratic rule, have severed links with the country's leading opposition parties who last month announced that they would contest the elections. The original marchers, who camped overnight in Manila's outer suburbs before resuming the march yesterday, were hemmed in by marshalls who linked arms.

It took almost the entire day for the marchers to reach the park, where thousands more waited and listened to speeches urging the Philippines voters either to spoil their ballots or break the law by refusing to vote.

Cold killed soldier on mountain

From Our Correspondent, Merthyr Tydfil

Leonard Cradle, a Territorial Army part-time soldier died from exhaustion and hypothermia on a selection exercise for the Special Air Service Regiment, an inquest was told yesterday.

Trooper Cradle, aged 36, a businessman from Storrington, West Sussex, was the sixth soldier to die on SAS exercises in the Brecon Beacons, South Wales, in the past five years.

Recording a verdict of misadventure, Mr David Williams, the East Glamorgan coroner, told an inquest at Merthyr Tydfil: "I am satisfied that everything that reasonably could be done was done in an effort to find this overdue soldier on the hills."

Trooper Cradle died in February on the last leg of an 18-kilometre route march. He failed to check in at the last of five check points in driving rain on the mountains.

When a search was mounted the following morning his body was found half in and half out of his sleeping bag on open moorland.

Dr Robert Ryder, consultant pathologist at Prince Charles Hospital, Merthyr Tydfil, told the inquest that Trooper Cradle died of hypothermia. He said one of the effects of the onset of hypothermia was general mental and physical disorientation.

The coroner said: "I am satisfied that Leonard Cradle was a fit active man and fit enough to undergo this kind of training."

Sizewell waste plan criticized

By Pearce Wright Science Editor

Instead of accelerating the closure of conventional power stations to increase the number of nuclear plants, the Central Electricity Generating Board could save more than £2,000m by keeping existing ones, the estimate has been submitted to the Sizewell public inquiry by Mr Peter Bunyard, a consultant to the Stop Sizewell B Association.

His calculations were based on the experience of the French nuclear energy industry which has been operating the same type of American design PWR (pressurized water reactor) station at Sizewell, on the Suffolk coast, for several years. Mr Bunyard maintained that one of the missing elements in the costs submitted by the board for adopting PWRs in Britain involved the questions of handling the radioactive waste fuel after it had been used in a power station.

Eventually this type of fuel will have to be processed at the Sellafield works of British Nuclear Fuels to separate the radioactive wastes from potentially useful plutonium and uranium-235 created during the "burn-up" of the original fuel.

Mr Bunyard argued that the cost of reprocessing was more expensive than the figures included in costings for running a PWR at Sizewell. The plant for handling the spent fuel that is to be built at Sellafield for the purpose would be more expensive than current estimates if it was to include the level of safety which the French designers had found necessary.

Stretch of Pooh land for sale

The southern bank of Pooh Bridge, 38 acres of woodland and pasture, including a private cricket ground, have been offered for sale.

The wooden bridge, made famous by A.A. Milne's Winnie-the-Pooh stories, is near the village of Hartfield, on the edge of Ashdown Forest, East Sussex.

The 76-year-old bridge is where Christopher Robin and Pooh Bear played. Poohsticks, dropping twigs into the stream and crossing to see which floated out first.

The sale is being handled by Humphreys and Wood, Evans and Gardner for the owner, Mr Edward Faraday.

In 1979 the bridge's rotting pier supports and beams were replaced.

Christopher Robin, alias Christopher Milne, aged 58, and son of Pooh's creator, who lives in Devon, took part in the reopening ceremony arranged by East Sussex County Council.

The Broadcasting Complaints Commission has rejected an allegation that the BBC television programme *That's Life* made derogatory remarks about untrue statements about a company which distributed a slimming pill.

The commission said that the complainants, Wafex Ltd, had been fined by a court for making misleading claims about another "so-called slimming product", and found that the programme was not unfair to the company.

Slimming firm's claim rejected

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Experts check on new fowl pest outbreak

By John Young, Agriculture Correspondent

The disease, first recorded on Tyneside in 1926, is a respiratory infection, which in milder forms leads to loss of egg production, and more severely to paralysis and death.

Further outbreaks were recorded in 1933 and 1947 but, after a compulsory slaughter programme was declared officially eradicated from Britain in the early 1950s. In 1963, the slaughter policy was dropped in favour of vaccination, but was reintroduced in 1981.

But the move was seen in the EEC as a pretext for a continued ban on poultry imports. A political squabble ensued, and Britain agreed to end the ban after being ordered to do so last year by the European Court.

There is no indication that the latest inland outbreak could have been caused by imports.

Man's 'murder limbo' ends

Mr Adam McDermott, arrested 12 months ago and accused of murdering his niece Tracy Waters, aged 11, was freed yesterday from a legal limbo.

Mr McDermott, an unemployed labourer, was released from Barlinnie prison, Glasgow, where he was awaiting trial, 77 days after his arrest, but the charge against him was not dropped.

But yesterday under Scottish law, the case became time-barred, and the charge cannot now be brought against him.

Mr McDermott had been described yesterday how he had been "attacked and reviled" in the small town of Johnstone, near Glasgow, after his release and he spoke of the torment of being wrongly accused.

His niece's body was found in February last year in the back garden of a house in Johnstone, and the next month Mr McDermott was charged with her murder.

City at the rainbow's end

For all those Canadians with the west in their eyes - and the pull of west is almost lunar - Vancouver is where they are finally stopped.

Here at the end of the rainbow is a city whose citizens have conspired to make it the most wholesome of places. It has order, seamlessness and little crime. Compared with so many North American cities, particularly in the United States, it stands out like a choirboy in a crowd of roughs.

Finding themselves in one of the planet's choicest lots, Vancouverites strive to make themselves worthy of it. They live in a watercolour of mountains, fjords and islands where the houses, like sunflowers facing the sun, are arranged to face the exhilarating panorama. The house-proud citizens care deeply for their environment.

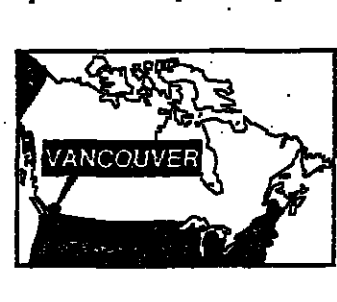
They did not knock down the old law court when a splendid new one was built - they turned it into an art gallery. They have refurbished other veteran buildings and, being devoted to recreation, have built a jogging track in a setting almost too beautiful to jog in.

They have the quaint tradition of firing a cannon sharp at nine each evening, which amuses their American neighbours, and possess a mark of civilization rare in North America - the continent's loveliest cricket ground, with grass which visitors bend to touch in the belief that it is carpet.

Canadian values and the nature of their surroundings

combine to define the people's priorities. If, at the end of the day, an American has made \$99, he will work late to make it \$100. His Vancouver counterpart is no slouch, but he will be happy with \$99 and will go sailing or take the funicular up Grouse Mountain, handily placed near by, for some skiing.

Yachts in their hundreds are in marinas in the heart of the city. That is one of the good things about it - almost everything of importance can be reached on foot. The other side of the postcard, however, is that Vancouver, like all of British Columbia, has been having a painful time. The recession has created high unemployment and the disturbing need for soap kitchens and special food shops for the poor.



Life will not grow any easier for those badly off in a high-cost city. The provisional government, trying to reduce a huge deficit, is cutting welfare programmes and thousands of civil service jobs, and increasing taxes, reminding British Columbia that they have lived high off the hog for too long.

In this regard, the province is much the same as the rest of

Canada. This has always been a cut-and-dig society, exploiting resources and not developing enough manufacturing. British Columbia's great resource is trees, and the forest industry is the largest contributor to the province's economy, employing 90,000 people, a tenth of the workforce.

The recession and drop in world timber demand has given forestry here its worst period since the 1930s. Many lumber towns are badly hit. But there has recently been a large increase in American house-building, which is good news. Although the timber industry in British Columbia is wracked by industrial disputes, optimism is returning.

In Vancouver, business pulses are quickening at the prospect of Expo 86, a \$1 billion world fair which will coincide with the city's centenary - it is named after the explorer George Vancouver - and the completion of the Canadian Pacific Railway. The theme will be transport, and the fair is expected to attract 15 million visitors. Construction work for Expo helps to reduce the effects of the recession.

Many visitors will come from the United States. The border is only 30 miles to the south. British Columbia and the north-west United States have the natural affinity which springs from shared geography - and this is part of the problem of the Canadian identity. The pulls are naturally north-south, rather than east-west, and it is hard to fight gravity.

China denies expelling journalist

From David Bonavia Peking

A Foreign Ministry spokesman here yesterday denied that Signor Terzani, the correspondent of the West German weekly magazine *Der Spiegel*, had been expelled from China.

The spokesman said at the ministry's weekly press briefing that Signor Terzani had left China voluntarily after turning in his accreditation card, and had said he would return soon.

Signor Terzani, who has been accused of smuggling art objects out of China, left Peking for Hongkong on Monday and is understood to be in Hamburg, where *Der Spiegel* is preparing to publish on Monday the account of his month-long interrogation here.

Other foreign correspondents are disturbed by the implications of the case. The Foreign Ministry denies any knowledge of it, except what it has been told by the Public Security Ministry. The spokesman confirmed, however, that the Public Security Ministry levied a fine of 2,000 yuan (about £700) for the alleged smuggling attempt, which Signor Terzani paid.

Signor Terzani had been searched at the border with the Portuguese enclave of Macao, when he last left China, and art objects found in his luggage were confiscated. He returned to Peking, where he has a pied-à-terre, on February 11 from Hongkong, and is believed to have been detained at the airport.

Signor Terzani, an Italian citizen, had admitted in writing that he had smuggled art objects.

British 'Rigoletto' hits a sour note

New York (Reuters) - A much-applauded British Modernization of Verdi's *Rigoletto*, set in the New York underworld, has drawn fire from Italian-American groups which want to ban its production here. They say it links them unfairly to the Mafia and suggests that many Italian-Americans are gangsters.

The English National Opera's rendering of the sixteenth-century tale is due to open soon at New York's Metropolitan Opera House. The British version suggests Little Italy is under the control of the Mafia.

Mr Fred Rotondaro of the Italian-American Foundation said, referring to a New York neighbourhood largely populated by Americans of Italian descent.

"To have hard-working individuals depicted as criminals under the control of criminals is just a crack in the mouth," he said. The British version, directed by Jonathan Miller and hailed by critics in London, transfers Verdi's complex story of love and vengeance to Little Italy in the 1950s and



Jonathan Miller: Love and vengeance Mafia-style.

replaces the hunchbacked jester, Rigoletto, and other characters from the court of the Duke of Mantua with Mafia bosses and their accomplices.

In the British *Rigoletto*, one of several works to be performed by the English National Opera during a five-city US tour, an assassin becomes a hit man and singers burst into arias after pumping coins into a juke box.

The Order of the Sons of Italy in America, the coalition of



Mr Biaggi: An insult to Italian Americans.

Italian-American associations and several politicians, wants the National Endowment for the Arts, a government agency which subsidizes the Metropolitan Opera, to press for cancellation of *Rigoletto*.

New York's Democratic Congressman, Mr Mario Biaggi, said in a letter that the performances "would place the Endowment in the unfortunate position of aiding and abetting in a major injustice to the Italian-American community."

Runcie sets off on his tour of West Indies

By Robin Young

The Archbishop of Canterbury, Dr Robert Runcie, left London yesterday for a four-week island-hopping tour of the Anglica Province of the West Indies, the oldest and one of the largest in the Anglican communion.

Dr Runcie arrives today in Belize, where he will be conducting an open-air service, meeting clergy and British forces stationed in Belize. His subsequent programme takes him to the Bahamas, the Turks and Caicos Islands, Jamaica, Antigua, Barbados, St Vincent and St Lucia, Grenada, Trinidad and Guyana. Dr Runcie will return to London on April 4.

In Jamaica Dr Runcie is to receive an honorary degree from the University of the West Indies, and in Grenada he will be preaching in St George's Cathedral, the only one in the world constructed entirely of wood.

Canadians admit arms role in Guyana plot

Cleveland, Ohio (AP) - Five Canadian residents and an Ohio man pleaded guilty Tuesday to a conspiracy and weapons charges stemming from a plot to overthrow the Government of Guyana. Mr William Petro, a United States attorney, said.

The plot was broken up last December when the five Canadians were arrested while loading weapons on to a ferry.

Pleading guilty to conspiracy were Keith Moonasar, aged 30, Sridatt Lakhan, 30, Parsram Ramrup, 28, and Lionel Thalachchandra, 30; all from the Toronto area, and Taish Tribhawan of Columbus. The charge carries a maximum penalty of five years in prison and a \$10,000 (£6,600) fine.

Moonasar also pleaded guilty to unlawful possession of unregistered machine-guns. Thomas Hunsdale, aged 26, of Toronto, pleaded guilty to unlawfully attempting to export weapons, which carries a maximum penalty of two years in prison and a \$10,000 fine.

He was charged with having been killed if police had not found him.

His fears were based on the fact that he could positively identify his kidnappers.

In the Basque country, police continued to check for possible links between GAL (Anti-Terrorist Liberation Group) and four men arrested last Thursday in connection with the fatal shooting of a French worker at the Hendaye railway station.

French ruling on Basque refugee status angers Spain

From Harry Debelius, Madrid

The government spokesman and prominent party politicians have expressed anger and disappointment over a decision by the French Council of State which seems to open the door again to granting refugee status to Spanish Basque extremists.

The spokesman, Señor Eduardo Sotillos, said during a broadcast on Tuesday "the

granting of refugee status to a Spanish citizen (in France) would be unacceptable." He said it might be interpreted as an unfriendly gesture towards Spain.

The leader of the opposition Señor Manuel Fraga Iribarne, of the conservative Popular Alliance, said: "It's bad news. None of the French government's promises are being kept."

and this is a regrettable situation.

The French ruling coincided with a spate of kidnappings of Spanish businessmen. It was not certain, however, how many of them, if any, were held by Basque terrorists. The body of one was found near Valladolid on Tuesday.

Police continued the search for two other kidnapped businessmen, one from Toledo and

another from the western city of Cáceres. Unconfirmed reports indicated that ransoms of 40m and 25m pesetas (£185,000 and £116,000) respectively were being demanded.

In Barcelona, Señor Gutiérrez, aged 46, the owner of a Catalan textile business who was freed from his kidnappers by French police in Toulouse with the help of Spanish police, said he felt sure he would have

been killed if police had not found him.

His fears were based on the fact that he could positively identify his kidnappers.

In the Basque country, police continued to check for possible links between GAL (Anti-Terrorist Liberation Group) and four men arrested last Thursday in connection with the fatal shooting of a French worker at the Hendaye railway station.

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Lebanese militia leaders begin bargaining for share-out of power

From Robert Fisk, Beirut

With an alacrity which quite belied the brutal civil war fought out between them over the past month, the rival militia leaders were yesterday preparing to bargain for power in a new Lebanon at President Amin Gemayel's reconciliation conference in Lausanne on Monday.

While the right-wing Christian leadership of Mr Pierre Gemayel and Mr Camille Chamoun will be insisting that the departure of all foreign armies starts the discussions, Mr Nahih Berri and Mr Walid Jumblatt, the two principal figures of the Muslim opposition, are demanding a rapid decentralization of government and more power for the Shia Muslims who form the highest single religious community in Lebanon.

Two factors are likely to influence the outcome of the conference. Firstly, the Muslim opposition - and especially Mr Berri - is making it clear that it does not want to change the

country's system of power-sharing. Mr Berri is a constitutionalist and he and his colleagues should remain the same, while real power should henceforth be exercised, not by the Christian Maronite President, but by the Sunni Muslim Prime Minister.

Less heartening, however, is the growing division within the Christian Phalange Party. Mr Pierre Gemayel, the founder of the movement and President's father, has accepted the abrogation of the treaty with Israel and will attend the Lausanne conference. But Mr Fadi Frem, the leader of the Phalange militia, has angrily denounced President Gemayel for his new relationship with Syria, referring to the accord reached in Damascus as nothing less than submission to a dictatorship.

This does not bode well. Mr Frem, after all, controls the guns, not Mr Pierre Gemayel. Mr Frem will not be represented at the conference - and Mr Pierre Gemayel is supposed

Booby-trap blast rips through Israeli bus

From Christopher Walker, Jerusalem

At a time of escalating violence between Jews and Arabs in Israel and the occupied territories, three Israelis were killed yesterday and nine others injured when a booby-trap grenade was planted in a bus in the port of Ashdod during the morning rush-hour.

Two of the victims were killed instantly and a third, a Jewish woman, died in hospital.

This month 21 Israelis were wounded in another Palestinian grenade attack and six Arabs were injured when Jewish gunmen ambushed a workers' bus in the West Bank.

After yesterday's explosion the Israeli security forces rounded up more than 100 Arab suspects for questioning. An important lead may come from the bus driver who believes that he spoke to the bomber who was carrying a white box.

There were fears that the attack - quickly claimed from Damascus on behalf of the breakaway Palestinian group led by Abu Nidal - could provoke a spiral of tit-for-tat killing with Jewish extremists seeking revenge by launching more attacks against Christian and Muslim targets.

The bus bomb, always planted without warning, has recently become one of the deadliest weapons in the Palestinian armoury. It has devastating psychological effects in a country where the railway network is small and over 200 per cent is constantly driving up the price of petrol for cars, themselves heavily taxed.

After a bomb exploded in a Jerusalem bus three months ago, killing six Jews, a Jewish revenge squad calling itself Terror Against Terror, launched a spate of nearly 30 armed attacks against non-Jewish targets, including a number of Christian religious institutions in an area near Jerusalem.



Scene of terror: A woman slumps forward in the seat in which she died in the Ashdod bus

Ironically news yesterday's blast came just as Israeli police, who have been criticized for alleged lack of diligence in uncovering Jewish terrorists, had made their biggest breakthrough in discovering some of those responsible for the wave of extreme right-wing Jewish terrorism.

In the past 48 hours, the police have arrested two separate cells - three Jews accused of taking part in the recent attempt to blow up Al Aqsa mosque on Temple Mount, the third holiest Islamic shrine in the world and another group of young Ameri-

cans Jews suspected of having ambushed an Arab workers' bus near the West Bank town of Ramallah on Sunday.

Those remanded for the bus ambush are all followers of the ultra-nationalist Kach Movement led by Rabbi Meir Kahane, who preached the expulsion of all Arabs from Israel and the occupied territories. He has pledged to provide them with "legal and public" support.

Two of the three Jews remanded over the attempted destruction of Al Aqsa mosque yesterday reenacted the attempt

for the benefit of police cameras. They are reported to belong to a fanatical sect calling itself "The Tribe of Judah" whose followers used money obtained from drug peddling to buy arms and explosives for the Temple Mount attack.

The three suspects were arrested in squalid, abandoned Arab houses where they had been squatting in the village of Lifta. In the houses detectives discovered passages from the Bible chiselled into the walls. A fourth member of the group is believed to have fled the country.

Schmidt backs Kissinger on Nato

Hamburg (Reuters) - Herr Helmut Schmidt the former West German Chancellor, said yesterday that a partial withdrawal of United States troops from Europe "would not necessarily be a misfortune".

Writing in the weekly magazine *Die Zeit*, Herr Schmidt supported recent proposals by Dr Henry Kissinger, the former US Secretary of State, to reform Nato so as to give Europe a stronger and more independent role.

The US Administration and most of its allies, including West Germany, have rejected the proposals made by Dr Kissinger in a recent magazine article, which also called for a European rather than an American to be appointed supreme commander of Nato forces in Europe.

A general reform of the alliance would also need a reform of military strategy. Herr Schmidt said. This would not mean renunciation of nuclear weapons but would aim for a better balance of conventional arms.

He said that West Europeans should seize on the Kissinger initiative and not pursue "faith-healing and begging in America for a better climate".

Nato further needed to take into account the worldwide economic interests of all its partners.

● Nuclear plea: The Geneva nuclear arms talks should be merged and the British and French deterrents should be included, Mr David Steele, the Liberal leader, said yesterday (Henry Stanhope writes).

There would be a big escalation in Britain's nuclear force if the Government went ahead with the Trident system. Mr Steele told the Diplomatic and Commonwealth Writers Association in London. The West should look more at the possibility of a nuclear freeze with a view to actual reductions.

Mr Steele announced his plans to visit Central and South America during Easter

EEC spent £700m above 1984 budget

From Ian Murray, Brussels

The EEC has already spent about £700m more than it budgeted for to support the common agricultural policy (CAP) this year. Payments and advances to cover the first four months of the year will use up 40 per cent of the money earmarked for CAP.

These new figures present the Community's agriculture ministers with a stark choice: either they must agree to painful reforms which will infuriate the powerful farming lobby, or they will have to go cap in hand to the European summit later this month and beg for more money.

The ministers have been summoned to Brussels for another session starting next Sunday, aware that the heads of government are still looking to them to produce a miracle formula to save the Community from bankruptcy.

The last summit in Athens failed because the leaders got bogged down in the technical details of the farm dossier and it has been made clear that this time the farming specialists will have to reduce the argument to basics.

But officials are doubtful whether the agriculture ministers will have the courage to take the necessary decisions. There is particular concern that M Michel Rocard, the French minister charming the council, is unwilling to take any decisions which could make him unpopular with his restive farming community.

Ministers are prepared for a long negotiating session next week. However the best many delegations hope for is an agreement which would cost more than the £10,000m that has been set aside for farm support this year. The summit would then be asked to take the political decision on how to find the extra money.

● Danes disagree: Mr Ulf Linnemann-Jensen, Denmark's Foreign Minister, made clear in London yesterday that his government did not share Britain's views on the EEC budget. (Henry Stanhope writes). It never had, he told the Europe Society of London. But Denmark recognized that the Community could develop only if all the member states were reasonably satisfied.

Mondale victim of generation gap

From Nicholas Ashford, Washington



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Rarely in the history of American presidential elections has a front-runner fallen so far so fast as has Mr Walter Mondale in the past 10 days.

Just before the New Hampshire primary at the end of last month a *New York Times/CBS* News poll found that the former vice-president had "the most commanding lead ever recorded this early in a presidential nominating campaign by a non-incumbent".

However, in three successive defeats by Senator Gary Hart in New Hampshire, Maine and Vermont his candidacy has been severely, perhaps even fatally, wounded.

Although the race is still at an early stage, it is now being openly asked whether Mr Mondale can recover his front-runner position by the time the Democratic Party holds its convention in July - and even if he does, would he be capable of defeating President Reagan (a far more formidable opponent than Senator Gary Hart) in the November general election.

Senator Gary Hart surged to a third New England victory yesterday, soundly defeating Mr Walter Mondale in the Vermont Democratic primary by 71 per cent to 20 per cent. The "beauty contest" primary - a symbolic vote which does not bind delegates - was significant because it left Mr Hart poised to make a clean sweep of New England and take the offensive in the fight for the South next week.

Analysts have already come up with dozens of explanations. Mr Mondale appeared too self-confident, almost cocky; his message was wrong; he was too much a captive of his own slick campaign organization; he made a mistake of leaving New Hampshire two days before the primary was held; he focused his attention on attacking Mr Reagan rather than fending off Senator Hart's challenge. And so on.

No doubt all these factors and others too contributed to his defeat. But undoubtedly the main reason was what Mr

Reagan has directed his appeal at the young.

The generational divide between the two Democratic front-runners has been underscored by the way Mr Mondale has actively sought the endorsement of special interest groups, such as organized labour, and the party elders. This has given him the image of a "machine politician" whereas Senator Hart has been able to portray himself as an independent spirit free of any special interest ties.

It is possible that Mr Mondale's careful cultivating of the party's various constituent groups over the past three years could still pay off when big heavily-industrialized states of the North and Mid-West hold their primaries over the next few weeks.

However, the impression is beginning to take root that Mr Mondale is not the Democrats' best hope of defeating President Reagan. If Senator Hart's appeal for a new generation of leadership can sink Mr Mondale, then it should be able to be used to even greater effect against the septuagenarian Mr Reagan.

Senator Terence Oat, of Mr Ian Smith's Republican Front, said he had heard reports of "terrible atrocities" in Matabeleland. He had been told of two women whose hands had been cut off because they were suspected of feeding anti-government guerrillas. In another alleged incident, a child had been taken by soldiers from a woman accused of brewing beer for guerrillas and thrown into a beer pot.

Senator Max Rosenfeld, an independent white, who survived a guerrilla attack on his Matabeleland farm last July, said he supported any action against those the Government terms "dissidents" but appealed for compassion for civilians in the strife area.

Senator Max Rosenfeld, an independent white, who survived a guerrilla attack on his Matabeleland farm last July, said he supported any action against those the Government terms "dissidents" but appealed for compassion for civilians in the strife area.

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Red Cross men killed in Salvador

San Salvador (Reuters) - Two Red Cross volunteers died in a hail of machine-gun fire in eastern El Salvador, prompting a strong protest by the International Red Cross.

A joint communiqué by the Salvadorean Red Cross and the International Committee of the Red Cross on Tuesday night said Rafael de Los Angeles Cornejo, aged 22, and Arnoldo Pérez Salinas, aged 16, were killed when their ambulance came under fire on the road to the village of Guadalupe. The volunteers were "on a humanitarian mission to rescue wounded people".

The Red Cross carefully refrained from identifying the attackers, but Western diplomats said the ambulance - sirens wailing and red lights flashing - appeared to have been machine-gunned from positions held by left-wing guerrillas.

Guadalupe was the scene of heavy fighting on Thursday between troops of the US-backed Army and guerrillas of the Farabundo Martí National Liberation Front (FMLN).

Diplomats said the incident illustrated the growing brutality of the civil war, now in its fifth year. Last week left-wing guerrillas ambushed a train in an attack which killed 10 civilians.

The war pits some 29,000 government troops against an estimated 8,000 guerrillas.



Boy soldier: While Swedish troops continue to hunt for a mystery submarine near the Karlskrona base, a small boy, impressed by all the military activity, carries out his own search-and-destroy operation in full combat gear

Army's ban blamed for famine

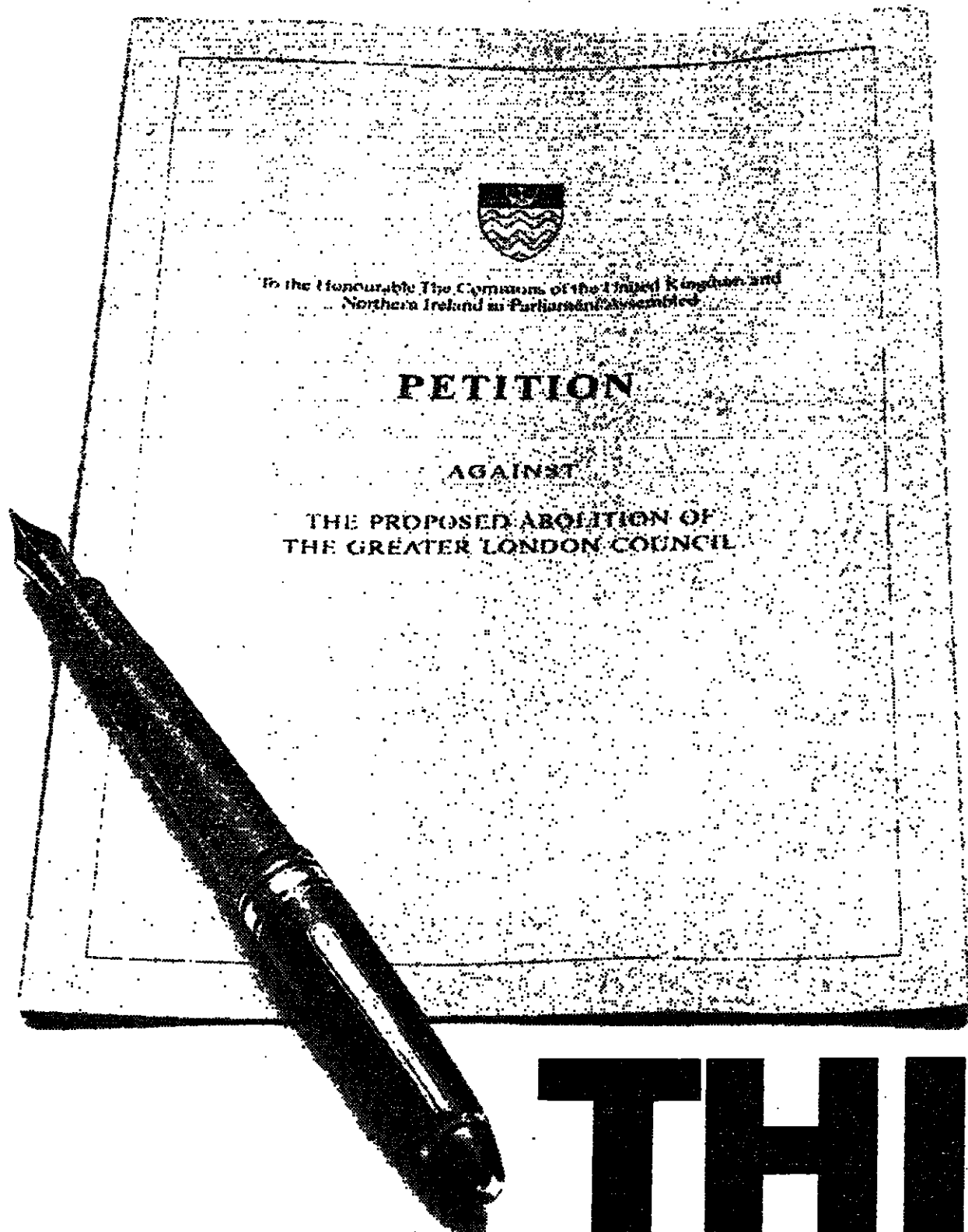
From Stephen Taylor, Harare

The desperate plight of civilians said to be starving in the curfew area of Zimbabwe's Matabeleland province has again been raised in Parliament here. Senators have echoed allegations by Mr Joshua Nkomo of army atrocities and appealed to the Government to allow food into the drought-afflicted area.

One senator, a Matabeleland chief, said innocent people with no knowledge of anti-government violence in the province were dying, and he appealed for an official investigation.

Senator Terence Oat, of Mr Ian Smith's Republican Front, said he had heard reports of "terrible atrocities" in Matabeleland. He had been told of two women whose hands had been cut off because they were suspected of feeding anti-government guerrillas. In another alleged incident, a child had been taken by soldiers from a woman accused of brewing beer for guerrillas and thrown into a beer pot.

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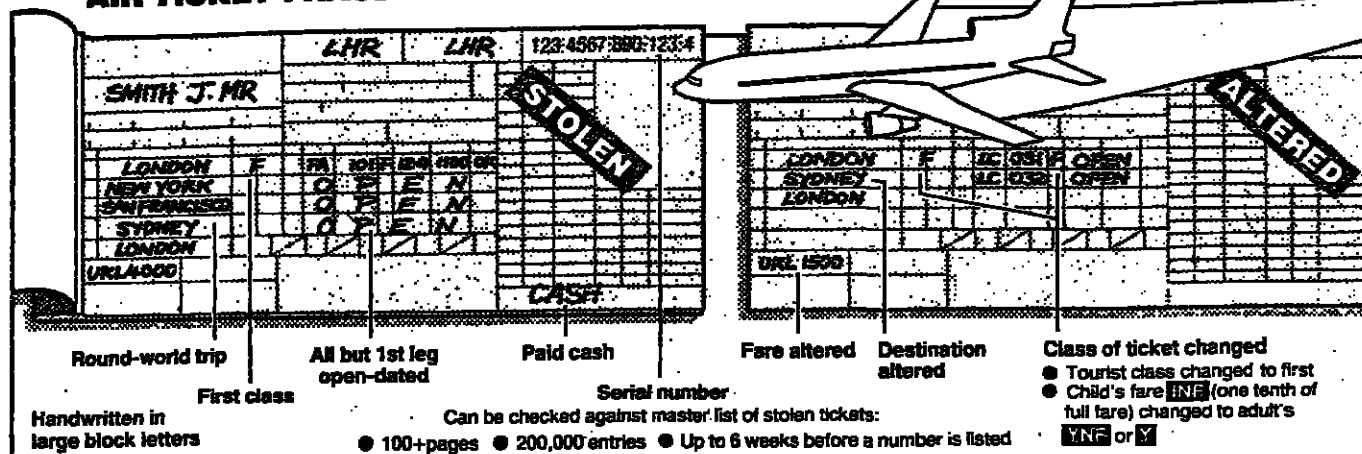
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Fly now, pay never

Ticket fraud is costing the world's airlines £357m every year. But companies, faced with prosecution difficulties and a desire to keep check-in queues moving, are reluctant to combat it. Paul Barry reports on the problems, and on the steps some airlines are taking

AIR TICKET FRAUD: THE TELL-TALE SIGNS



who sell them to the public. Tickets stolen in the London burglaries were not sold through bucket shops or travel agents, but in pubs and clubs throughout the central areas of the capital. Usually the proprietor of the establishment would be involved.

So far only one person has been convicted on any charge arising from this spate of burglaries. John Webb was sentenced, at Reading Crown Court last December, to 12 months' imprisonment on a charge of handling stolen goods. He had travelled undetected around the world first-class with his girlfriend, and was discovered only when he tried to obtain a refund for an unused section of the ticket. Twenty other people, picked up in Toronto, Manchester and London, now await trial on various charges, including writing the stolen tickets, but the burglars have not been caught.

A confidential report prepared for British Airways by Dennis Phipps, their security chief, states: "The stolen ticket market is organized on an international basis, with central sources purchasing recently stolen tickets."

Dealing with the way in which stolen tickets are normally used, Mr Phipps refers to a detailed study made by one airline of a burglary of a travel agent's premises. The conclusions reached

were that stolen tickets would be used within a few hours of the theft, usually in another country or continent. There would then be a full of approximately 12 months, after which there would be further usage in many parts of the world for 12 more months, after which there would be a decline. Approximately 60 per cent of the tickets stolen in the case under review had been used at the end of 24 months, and the average value of usage per ticket was £3,000.

The airlines' chances of catching someone presenting a stolen ticket at a check-in desk are small. The staff are very busy and the airlines' commercial departments are anxious to keep the check-in queues moving as fast as possible.

The greatest difficulty, however, arises from the fact that the staff are not equipped to detect frauds. The only certain way to do so is to check the serial number on the coupon against a master list of stolen tickets. Amazingly, only one airline in the world (according to IATA) has a computerized list of such tickets that check-in staff can consult. For the rest, the only recourse is to wade through the 100-odd pages and 200,000 stolen ticket numbers in the "Loss Prevention Bulletin". Not surprisingly, no-one ever bothers to do this unless their

suspensions are already aroused. Moreover, it can take up to six weeks for a ticket number to be listed.

Often, too, stolen tickets are "laundered" - that is, exchanged for a ticket that is valid and not on any blacklist. "This laundering process has been known to involve as many as 16 exchanges in order to throw investigators off the trail", the report to British Airways states.

Usually these tickets are "laundered" within 24 hours of the thefts. Making the exchange is fairly easy in either an airline office or a travel agent's (though many agents won't make exchanges because there is no commission to be earned by doing so). The crook simply says he wants to alter his route or change his carrier, or not to fly at all, and the airline will issue him with either a new ticket or a credit note that in some circumstances can be exchanged for cash.

When airlines do pick up people using stolen tickets they usually do so because staff have been trained to watch for tickets with a certain profile. Stolen tickets have a number of tell-tale characteristics - they are normally handwritten in block letters and issued by a travel agent. They are usually for round-the-world travel, almost always first class, generally marked as paid in cash, and invariably with all but the first leg of

the journey, open-dated. But catching people is one thing, prosecuting them another. British Caledonian recently picked up 18 people as far apart as Amsterdam and South America who were using tickets stolen in Venezuela an excellent piece of detective work but one that will bring no prosecutions. Each of the 18 claimed to be unaware that the ticket was stolen.

British Airways takes ticket fraud very seriously. Each day some 40,000 used flight coupons are fed into an optical character-reader which microfilms the ticket, and makes a record of the number, and of the journey made. By matching these details against the master list of stolen tickets and against the details of fare paid on each ticket, BA can pick up both stolen and altered tickets.

In theory, they reckon to do so in time to catch the crook as he checks in for the second stage of his journey. In practice, they cannot do it quickly enough because the stolen ticket list still relies on the out-of-date Loss Prevention Bulletin.

The next step for British Airways, and indeed the obvious answer to catch the fraudster, is to get a list of stolen tickets which is more up-to-date, and can be consulted via the computer terminals at the check-in desk. Here, BA plans to have a system working by spring this year.

'We don't want plastic tickets'

IATA's director of security, Rodney Wallis, is trying to push the airlines into doing more about fraud, but admits it is an uphill task, because he has to win a majority of the association's 126 members. He has, he hopes, now provided enough evidence that the fraud is taking place (a recent IATA computer run showed the fraud to be costing at least \$200m and probably far more). But Wallis is even now fighting for just "a few thousand pounds" to maintain a more up-to-date stolen ticket list than is now available, and he is by no means certain that IATA will vote the money.

IATA has plans for an automatic ticketing and checking scheme using plastic cards or machine-readable tickets, which would help stamp out the fraud. IATA's members have even voted \$400,000 to develop it. But it would not achieve results until 1987 and the chances of getting all major IATA members to use it are, in any case, slim. One airline executive said: "We don't want plastic tickets - we don't think the customer would accept them."

And even if the airlines do invest in a fully computerized ticket future, there will always be gentlemen like Raúl Barragan to bust the computers. Barragan is not the only one. In 1981 Heathrow, picked up an American flying into London with tickets gained illegally. He was a computer expert who was hoping to sell his patented scoring equipment to the American gymnastics team. Presumably to impress the team with his prowess or wealth he had flown 54 of the team's members from New York to Tokyo and back again for a match. The snag was he had not paid for the tickets. He had tapped into the computer ordering system, given a travel agent's code for payment and verification, and picked up the tickets at the airline desk. The airlines had not detected him.

Tomorrow The Times Guide to Lebanon

moreover...
Miles Kingston

My name is miles from Kingston

The American journalist William Safire revealed the other day, while discussing the pronunciation of people's names, that he had changed his own name to enable people to pronounce it properly. His real name was Safir, from a Hebrew word for scribe, but he had got so fed up with being called Safer or Zephyr instead of "Saffire", that he had had an "e" put on the end. Nobody else in his family had followed him, with the result that he is now the only one who gets his name pronounced correctly by strangers: on the other hand, he is a black sheep at barmitzvahs.

It now transpires that the same sort of thing has happened to Senator Gary Hart, the David Owen of America. He started life as Gary Hartence, but in 1961 decided to drop the pence, some 10 years before Britain decided merely to change its value, and persuaded his close family to follow him. It was simpler, and easier to write and pronounce. It had also been the family name 200 years or so ago - the senator is vague about just how long. This makes sense: he is vague about his own age and now turns out to be a year older than everyone thought.

All this is very interesting for me, as I have gone through several periods of my life wondering whether I should change my name to Kingston, if only because that is what people call me. You would not believe how often I have taken part in the following conversation.

"Could I have your name please Mr...?"

"Kingston."

"Thank you, Mr Kingston."

Is it something to do with the English mind needing an "s" between "g" and "n"? Do people called Langston and Bonnington get called Kingston and Bonnington all the time? I doubt it. And yet people who have known me for years go on calling me Kingston. Last year when a TV programme I had made was repeated on BBC, the announcer said: "And now up the Andes with Miles Kingston." If even the BBC thinks I am called Kingston... I wouldn't mind so much except that it's not my name.

Last year I underwent a different kind of name change and became Kingston Miles for a while. This was nothing to do with me - it was because I have a subscription to the *International Herald Tribune* and they have my name down back to front. They also send me my name and address to people running magazines like *Newsweek*, *Wall Street Journal* and *Business Traveler*, who now send me succulent subscription offers all the time. Or rather, they send them to K. Miles.

I mentioned all this in *The Times* last year, wondering whether K. Miles was my alter ego and whether perhaps out in the wide world was the real K. Miles, a zippy businessman, totally unlike me. The response was gratifying. I received a letter from K. Miles himself, who turned out to be a leading light with the Greater London Enterprise Board and presumably as zippy a businessman as you could want. I now forward all K. Miles's post to him and I understand he has taken advantage of at least one of those offers, so everyone is happy.

Except Miles Kingston, the well-known misprint. I might well by now have added an "s" to my name by deed poll if it were not that the town of Kingston in Herefordshire has got on perfectly well all these years without changing its name and I would feel a coward if I changed mine and they didn't. Especially since I received a letter from a reader named Jane Frazer who had spotted in Leominster Museum a milestone reading TO LEMSTER (Leominster) 5 MILES, KINGSTON 11. To have my name engraved in stone is something not given to everyone and if I changed my name I would go longer have this proud claim. So that's settled.

Five ways to defraud an airline

CARDBOARDING

A popular fraud with Third World travel agents. Piece of cardboard is slipped between coupons on the ticket. Airline's coupon is written for, say, £100, for travel London-Paris. Flight coupons are written for £4,000 - round the world, first-class. Travel agent sells ticket for half face value, ie £2,000, and passes only £100 to the airline. Most airline accounting systems will not detect this fraud. By the time they do, the travel agent will probably be in liquidation.

STOLEN TICKETS

The airlines' biggest problem. Two hundred thousand tickets currently listed as stolen. Potential face value when validated is around £4,000 each. Organized gangs involved in stealing, writing and marketing tickets. Tickets stolen in one country then usually shifted in house to the US, where they can easily be exchanged for

valid tickets which will not appear on any blacklist. Great problems with prosecuting people who use stolen tickets, even if the airlines do catch them - which generally they do not. Only one airline in the world has computer-listing for check-in staff of stolen tickets.

BUST-OUTS

Travel agent sells tickets to customers, does not pay airline. With stock of 200 tickets, agent could make half a million pounds before being discovered. Agent usually goes into liquidation so airline can't get its money. One bust-out per month in US during recent years. Organized crime groups employ front men to buy travel agents for them and then "bust out".

CROSS BORDERING

Used to get money out of a country with tight exchange controls, such as Nigeria. Tickets are bought in local

currency at face value, taken in large batches to US and then exchanged through same travel agent or small airline, either for cash or for tickets which can be sold for cash. Effect is to tie up airlines' money and free your own. US\$2m has come out of Nigeria in past two weeks via this method, says IATA security chief Rodney Wallis. Procedure is against IATA rules but not illegal for travel agents or airlines involved.

ALTERED TICKETS

Tickets bought for London-Paris-London trip, for example, can be altered with remarkable ease to London-Paris-New York. Tourist class to first, using either chemical compound or simple eraser. Airline accounting systems rarely detect this fraud even after it has taken place. Common trick is to buy child's ticket for one tenth of the full fare, add a nought and use it for an adult flight - popular on flights to Mauritius for some reason. New tickets exist which are harder or impossible to alter but not all airlines are buying them and most IATA carriers are still using old stock.

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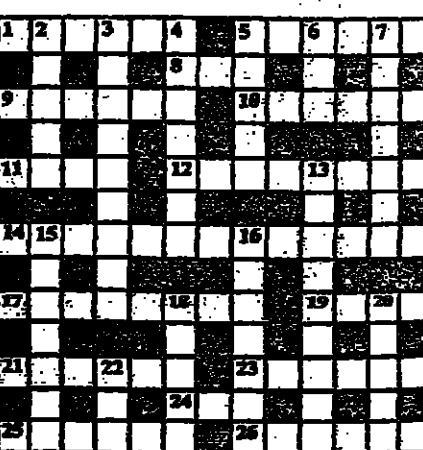
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| 4 Long life milk (1,1,1) | 4 Monotonous (7) |
| 5 Ski obstacle course (6) | 5 Cooker (5) |
| 6 Stand for election (3) | 6 Advanced (7) |
| 7 Stubborn (6) | 7 Eucharist (9) |
| 8 Fundamental part (4) | 8 Children's room (7) |
| 9 Variable resistance (8) | 9 Favourite remedy (5) |
| 10 In solitary (11) | 10 Quickly (5) |
| 11 Wrongful intrusion (5) | 11 Solo composition (5) |
| 12 Assert (4) | 12 Claque (3) |
| 13 Japanese companion (6) | |
| 14 Sorrowful (6) | |
| 15 Vineyard group (3) | |
| 16 Periwinkle (6) | |
| 17 Fingerless glove (6) | |

SOLUTION TO No 285

ACROSS: 1 Sucker 2 Podium 3 Fast 4 Virtuoso 5 Catalyst 12 Ate 15 Nudity 16 Banana 17 Boa 19 Chat show 24 Hankun 25 Floor 26 Gyalic 27 Fathom
DOWN: 1 Soft 2 Cassandra 3 Rival 4 Pans 5 Dour 6 Uppet 10 Aztec 11 Trams 12 Ayatollah 13 Exam 14 Snob 18 Ovary 20 Heave 21 Thief 22 Vixen 23 Term

مكتبة الأصل

BOOKS

Michael Ratcliffe reviews an anthology to celebrate Cambridge University and its Press For Cambridge people sometimes smile for joy

Cambridge Commemorated

An Anthology of University Life
Compiled by Laurence and Helen Fowler
(Cambridge, £12.95)

It is part of the Oxford (and London) character of Cambridge University that nobody ever had a good time there, and that austerity and the cold heart prevail. Something to do with the Fens and the wide skies and a bewildering indifference towards the great ones seen to be walking the metropolitan world. Nothing disconcerts the ambitious like talent without ambition.

Insiders have compounded the myth. "Having been born within the Polar region of Cambridge," wrote Virginia Woolf to Ethel Smyth in 1930. "I tend by education not instinct to rigidity," writing in an earlier letter of "that narrow, ascetic, puritanical breed".

Whether Cambridge may be held entirely responsible for Woolf's unhappy condition is of course open to debate, but an intellectual permafrost was certainly not what Lytton Strachey was mourning when he described his life to her husband as "After Cambridge, blank, blank, blank", and Cambridge was hardly the only university in Europe where a visiting monarch in 1614 could be entertained by a "philosophy act" in which dons would formally dispute as to whether syllogisms could be made by the brain of a dog. The conclusion was negative, whereas His Majesty, whose mind had remained at Newmarket throughout, declared his dogs exempt from it, to which the assembled dons hurriedly and cravenly agreed. His Majesty's dogs

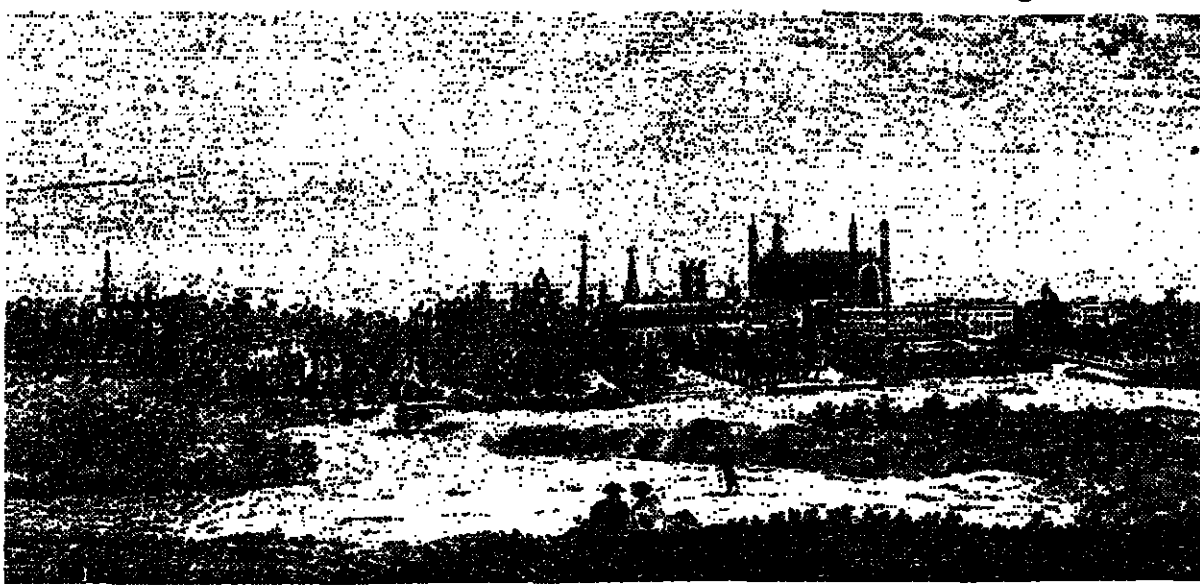
hunting "not by Common Law, but by Prerogative".
For all the instances of scholarly chill and fatuous contending quoted in this delectable anthology of Cambridge life from Henry III to the Trinity College Science Park, there are as many recording the contentment of a wholly frivolous existence. "In all places," warns a security report on the eve of a visit from that quintessential man of Oxford, Archbishop Laud, in 1636,

among Graduates, & Priests also, as well as the younger Students, we have fair Roses upon the Shoe, long frizzled hair upon the head, broad green Bands upon the Shoulders, and long large Merchants Ruffs about the neck, with fayne feminine Cliffs at the wrist.

Fair roses upon the shoe, indeed! Laud never showed.

It is rare to find Cambridge taking trouble to present itself to the world in such an attractive and interesting light, and *Cambridge Commemorated* may be read straight through, as I have read it, as a documentary history of the university linked by sentences of gentle wit and exemplary brevity and helpfulness, or it may be enjoyed piecemeal with the help of a plain index, handsome printing, and, by the standards of the great Press whose 400th anniversary it also celebrates, a reasonable price.

There is no Cambridge *Brideshead* - Forster's *Longest Journey* will have to do, and Ansell and Rickie are timid souls beside the florid and melancholic wit of Charles Ryder and Sebastian Flyte. Of all the great Cambridge generations that of Forster, Trevelyan, Woolf, Strachey, Keynes and G. E. Moore, was the most self-analytical and Cambridge-conscious; but with Rutherford, Needham, Richards, Bragg and



A distant prospect of Cambridge from the west in the middle of the eighteenth century

Leavis still to come, it was not the last: all are strikingly represented in letters, memoirs or essays here. Other peaks emerge, unsurprisingly, as the Elizabethan and early Stuart years, Newton and Wren, and the turn of the 18th century, with Coleridge, Wordsworth, Byron, Tennyson, and Richard Porson, the great Euripides scholar who never wrote a book and wished posterity to remember him for his Notes. Byron, who always found him plastered, said that Porson could hiccup Greek like a belot. Try saying that.

Mathematics is the discipline in which Cambridge has always excelled and which struck fear and revulsion in otherwise brilliant students like Tennyson and Macaulay, who could

not command it. The God of Cambridge under the Commonwealth was the God who had organized the logical earthly bliss that was Geometry. But one of most moving exchanges in the whole book comes from that same time, between John Worthington, the Commonwealth Master of Jesus College, and Richard Sterne, whose post he had (reluctantly) taken, on Sterne's restoration, in 1660.

Each is at pains to avoid giving the other distress. The great pride of Jesus lay in its orchards, the most extensive in Cambridge, and Worthington is scrupulous to inform Sterne of his care that the apples are correctly stacked, without touching, to wait unbruised through the autumn and

winter for his return. Perhaps it is typical of the University that took so disgracefully long to accept women as full members, that the otherwise underemployed Mrs Worthington was required every day to see that they were just that.

Memory, bitterness, idealism, small-mindedness and chimes at midnight remembered in old age recur throughout: from the days when nobody could spell properly, Laurence and Helen Fowler retain the original orthography, which adds enormously to the visual pleasure of the book. If *Cambridge Commemorated* is a piece of bookmaking, as it may likely be dismissed for being, then let there be more of the making of books, for this one is a joy.

Band of brothers

Labour in Power, 1945-1951
By Kenneth O. Morgan
(Oxford, £15)

Oh, happy days! Mr Attlee's great Labour government moved calmly and steadily forward, needed occasionally by mosquitoes on the left, but never rattled by internal splits until its close in 1951.

The leaders of Attlee's government did not fervently believe that democratic socialism only happened if nationalization extended for ever and ever. In his excellent history, Mr Kenneth Morgan describes Nye Bevan's reaction to the document produced in 1947 by Labour's National Executive Policy Committee demanding further chunks of state ownership. He called it "too abstract in approach... What we have to do is create a framework within which private enterprise can operate efficiently". Even enthusiasm for the nationalization of steel was waning and I suspect that if Nye Bevan had lived he would have warned by 1964 that the one hundred per cent nationalization of steel would be the disaster it was.

On they strode, leaders of the only Labour government ever to be confident in its complete control of its followers and policies. Attlee made the atom bomb without telling anyone. Bevan created the NATO alliance against Russia irritated but not put off by the handful of left-wing dissidents.

As Mr Morgan shows, it was an unusual period of brotherly love in the Labour Party. The bitter quarrels of the 20s and 30s were forgotten. As a new Labour MP in 1945 I was hardly aware they had ever happened. I could not have believed they would break out again, so great was the harmony among the trade union leaders, the constituency parties and the bulk of the Parliamentary Labour Party.

All felt the Labour party was doing good: the criticisms were mainly of minor detail. Nearly all trusted Attlee and his senior colleagues who expelled left-wing deviationists without a ripple. Surely this earthly social democratic party responsive to the public mood would ride on solidly together and would be more often than not the widely accepted alternative to the Conservatives? But there was always the Leveller content, mutinous, back-biting, envious, vindictive, suspicious of its leaders, waiting to clamp its minority desire for total socialism on the majority of the party and the country.

It might have been held in check but for one thing. The unfortunate personal vanity of Nye Bevan. It is here that Mr Morgan goes awry, writing, "it would be a calamity to the reputations of both Bevan and Gaiskell to say the dispute between them was primarily in terms of personal advancement". It would be a calamity on Gaiskell, but not on Bevan. He was furious at Hugh Gaiskell getting Cripps's job of Chancellor of the Exchequer, because he thought his seniority entitled him to it. He was determined to belittle Gaiskell and prove he could dominate him.

Gaiskell's first Budget had to raise the money to pay for the new rearmament programme prompted by the Korean war. Nye Bevan asked to speak for the government in defence of that rearmament programme in the Commons debate of February 15th, 1951. He claimed it was a reasonable programme and, addressing the pro-Communist and Fascist elements of the Labour party, he concluded, "So we do beg that we shall not have all these jeers about the rearmament that we are putting under way. We shall carry it out, we shall fulfil our obligations to our friends and allies". (Something which Mr Morgan strangely omits).

Gaiskell told the Cabinet that among the measures in his Budget would be charges on teeth and spectacles to counterbalance a considerable increase in old age pensions. In 1949 Nye Bevan had actually introduced a bill, not finally implemented, for prescription charges because, as he said to a Parliamentary Labour meeting, "Something has to be done about the cascades of medicine pouring down British throats and they're not even bringing the bottles back".

So why should Gaiskell anticipate trouble from Bevan, as his proposals were not a new breach of the principle of an absolutely free health service? But Bevan decided to treat them as a personal insult which must be erased. At Bernadsey, a week before the Budget, he made a speech designed to blackmail the Cabinet, saying that he would not remain in any government which proposed charges on the patient in the health service.

Gaiskell offered to resign: there was still time for someone else to introduce the Budget, but if it was his Budget it must be presented as the whole he had planned. Attlee and the Cabinet stood by Gaiskell.

Bevan's resignation wobbled on and off. His very left wing friends persuaded him it was too late to turn back, but that to resign on the trivial matter of teeth and spectacles would make him look ridiculous; so he must widen the dispute by a savage condemnation of the rearmament programme he had so recently supported.

Mr Morgan says Bevan always had doubts about the physical practicality of the rearmament programme. So had others in the Cabinet. Attlee himself, when introducing it, had said that its completion on schedule was dependent on the economic situation. Bevan's mild doubts about rearmament were not a resigning issue: they would have been allayed as events developed.

Thus ended the hazy days for Labour. It became a great run, permanently beneficial to the nation. But the Levellers burst through the gap in the dyke made by Bevan. Eventually many of Labour's stalwart supporters felt themselves forced by the changed nature of the party either to opt out of politics or to join the S.D.P. or in a few cases the Conservatives, who had accepted Attlee's reforms.

Woodrow Wyatt

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FROM BOOKSELLERS
BBC PUBLICATIONS

Marcel Berlins reviews the latest crime Grand ladies of the genre

The Killing Doll
By Ruth Rendell
(Hutchinson, £7.95)

No Winding-Sheet
By Gladys Mitchell
(Michael Joseph, £7.95)

Rendell's novels have always had a curious ambiguity of purpose and content. Even in the Kingsmarkham series, her relatively conventional detective stories featuring Chief Inspector Wexford, she shows signs of being more interested in the mental processes of crime than in the more traditional physical manifestation of murder and detection.

In her other works, away from the strait-jacket of police investigation, she has indulged increasingly in exploring the psychology of the deviant and disturbed mind, without abandoning the criminal act as the centrepiece of her inquiry. The results have been chilling and disturbing, because she has an extraordinary ability to portray the dark undercurrents that lie beneath the bland surface.

The Killing Doll takes her further down this macabre path, then she has gone before, and the result is unpleasant. Every character is abnormal, and virtually every action is inspired by malevolence or madness. Dolly, unattractive and friendless, centres her life obsessively around her younger brother Pup, whom she believes to have occult powers. Her delusions increase as he grows up and starts leading a life which excludes her. There is a gloomy house, black magic ritual, and much death. A pathological killer lurks nearby. There is no character whom

one can remotely feel sympathy with, let alone understand. That Rendell writes with her customary skill and command only enhances the unease. She has, on this occasion, strayed too far from her successful track.

Gladys Mitchell, in contrast, hardly deviated an inch from her chosen formula. Her 66th and last book, give or take a few contemporary references, could have been written 20 or even 50 years ago, which is both its charm and its weakness. The terrain is Mitchell's favourite - the boys' school, complete with harassed headmaster, desultory common-room chat, uneasy teachers hiding secrets from one another, and a smattering of pupils in danger. A geography master disappears with some cash, a body is found, and Dame Beatrice Lestrang Bradley, still the Home Office's psychiatric adviser, continues to believe she has the right to muscle in on any police investigation and commander the resources of Scotland Yard to help her. To the end, Mitchell plotted and wrote to a standard seldom achieved today.

The Good Old Stuff, by John D. MacDonald (Collins, £3.50), impressive selection of short (and longish) stories culled from the pulp magazines in which MacDonald's fledgling writings first appeared. Dated between 1947 and 1952, sharp, taut and realistic, they include the first experiments with the character that became Travis McGee. But it was a mistake to update the factual references to make them more accessible to the modern reader.

Close her Eyes, by Dorothy Simpson (Michael Joseph, £8.95). Teenage daughter of

parents from grim religious sect murdered. Inspector Thanet, whose stature continues to grow, unravels her past with painful success. Convincing religious claustrophobia, likeable cops, neatly scattered surprises, and a darkly inevitable end. Simpson is getting close to the First Division.

A Cold Mind, by David L. Lindsey (Arlington Books, £8.95). Houston police bewildered by a series of excruciating, inexplicable deaths among the city's prostitutes. The common factor is a Brazilian connection in the samba-bars. As much a how-did-they-die as a whodunit, the development is gripping on both scientific and police fronts, the solution is frightening and there is an intense, satisfying double-climax.

California Thriller, by Max Byrd (Allison & Busby, £7.95). Welcome proof that San Francisco can be just as seamy as the more frequently trodden mean streets of Los Angeles. Private eye Mike Haller, yielding to none in cynicism and wisecracking, searches for a missing journalist and uncovers a private security firm with mad-scientist ambitions. Intelligent, exciting and Haller's psychiatrist girlfriend means that even the pillow talk is superior.

Dead in the Water, by Ted Wood (Collins, £6.95). Assured debut for Chief Rex Bennett, sole lawman of the usually placid Murphy's Harbour, hoping for calm after an over-violent past, he finds his little Canadian lake resort reeling with dead bodies, missing scientists, drugs, and distressed dames. Constant action.

The old road to the stars

Ptolemy's Almagest
By C. J. Toomer
(Duckworth, £25)

This time, heavy with tables and diagrams, and working itself up to a spate of profanity on matters such as the geometrical computation of total parallax, is not the people's choice as top of the pops for a cosy read this week. Its appearance is, nevertheless, a notable scholarly event.

This is the first satisfactory English translation of the most important work of ancient astronomy. Claudius Ptolemy lived from about AD 100 to about AD 175, and pursued astronomy, the daughter of Geometry, in Alexandria with its great library. His major work is the *Almagest*, the Arabic form of the Greek "the greatest" (see treatise) in 13 books.

For more than a thousand years it was the world's basic textbook of astronomy. It was one of the most influential scientific works in history. It is a masterpiece of technical exposition, and deserves a much wider audience than those able to read it in the original or the only other available translation, German.

It is even controversial at present, because of the problem of Ptolemy's manipulation of his material to fit his theories, stirred up by an American Professor Newton (no relation) in a peculiarly silly book five years ago. Professor Toomer supplies us with the authoritative translation, exposition, and commentary, about the ancient road to the stars; and as much as your average non-specialist can tolerate about Ptolemy.

Philip Howard

Andrew Sinclair reviews fiction of the week Running away from America

The Penitent
By Isaac Bashevis Singer
(Cape, £7.95)

Corruption
By Penelope Lively
(Heinemann, £7.95)

"Of all the lies in the world," Joseph Shapiro tells the author in *The Penitent*, "humanism is the biggest. Humanism doesn't serve one idol but all the idols." Mussolini, Hitler, and Stalin were all humanists. Betrayed by mistress and wife, Shapiro flees to Israel to become a traditional Jew, a penitent, with earlocks and rabbinical hat, a student of the Torah and a worshipper in the old Hebrew ways.

To Shapiro, America is as Sodom. The guilty flourish, the innocent suffer as victims. The women are whores, the men corrupted. Modern literature is a textbook of lechery, the cinema and the theatre present adultery. The eating of animal flesh makes every man a Nazi. To save his soul, Shapiro returns to the ancient rituals, although the Evil Voice within him mocks him for his newfound piety. Even if God is no good, Shapiro thinks, He is at least wise. Wicked men, however successful, are fools.

In an author's note at the end of the novel, Isaac Bashevis Singer disassociates himself from Shapiro's hymn of hate against western urban civilization. Although he believes in God, he does not believe in divine mercy. If he

were to picket the Almighty, he would carry a sign that says UNFAIR TO LIFE. Yet his disgust at the human degradation in New York and Tel Aviv resembles that of Shapiro: he diagnoses the sickness without sharing the faith in full.

The writer of a story has an infinity of choices, one of Penelope Lively's characters observes. An infinity of narratives; and an infinity of endings. The process of choosing is all. Yet each short story in this collection appears inevitable. There is only one possible ending towards which the story has been leading from its first sentence. The unspoken behind the word, the cruelty hidden within the smiling old lady, the present alive with the past, the inescapable darkness at the back of the light, these are the contradictions that the author examines and illuminates and terminates.

The passion of a pair of aged lovers outside a Saxon church shocks two cool young things, not marrying for tax reasons, not precreating because of the convenient pill. *Corruption* itself, the name of the title story, is not corruption, but the false judgement of a corrupt woman on an upright judge and his wife, whose evidence in a case, a collection of pornographic magazines, is blown away across a beach. "How awfully true that people are not what they seem to be," the woman says with satisfaction. That awful truth is the concern of Penelope Lively.

The Road to Lagoa Santa by Henrik Stangerup (Marion

Boyar, £8.95) is the road to death, the journey of a Danish naturalist P. W. Lund to the interior of Brazil in 1833. He existed there for 45 years, sending back to Europe large collections of prehistoric bones gathered from caves. He corresponded with Kierkegaard and Cuvier, Darwin and Humboldt. Working with the ancient bones, he came to represent Death himself. In local lore, Death was the man with the skeletons, searching and searching as if he were looking for some one. He was looking for his own death.

Henrik Stangerup has made two journeys to Lagoa Santa and has read much Victorian research in order to write this brooding, intense, evocative novel. It is an extraordinary entry into the mind of an obsessive man, whose dedication to palaeontology became the dissolution of his own old bones. Stangerup's recreation of time past has an immediate grasp, as though the hand of a corpse were warm within our touch.

Without deleting an expletive, Edward Limonov exposes the Gomorrah of Manhattan that Joseph Shapiro left. It's Me Eddie (Picador, £7.95) is a scabrous, self-pitying scream of scummy prose from a Russian émigré of appalling sexual habits who wallows in his own repugnance. He complains continually that living in New York is no better than living in Moscow. He has now moved to Paris. May the French have the benefit of him, and Israel of its penitents.

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ROBERT HALE

THE TIMES
DIARYWell, one
secret's out

A *Sunday Express* interview with Theresa Lawson, the Chancellor's wife, in which she made some rather revealing comments about income tax, has been doctored by the Treasury. It made representations to the editor, Sir John Junor, on the grounds that she might be giving away Budget secrets. Ron Hall, editor of the paper's colour magazine, which is to publish the interview this Sunday, said the Treasury had been "unduly sensitive". The magazine was non-political, and it had not been his aim to publish a veiled Budget leak or make any political disclosures. Mrs Lawson had given "a wily kind of interview". Asked if, as rumoured, she had called for the abolition of income tax, he said, "Well, not in so many words". Her remarks were "just daft, ladylike comments of a hyperbolic nature".

● The barbers of Shrewsbury are complaining that with the demise of the halfpenny coin, the new charge to cross Kingsland toll bridge will represent a 95 per cent increase over the rate of inflation. They say they will simply refuse to spend pennies.

Barrier down

Ken Livingstone - "I'm not going to the royal wedding to wear funny hats" - has decided to swallow a few of his anti-royal scruples for the sake of his old mum. She wants to meet the Queen, and Ken has fixed it. On May 8, Livingstone and his mother, Ethel Ada, who has been the object of frequent press attempts to embarrass her son, will join the Queen and the Duke of Edinburgh on board the barge for the opening of the Thames barrier. At first some GLC Labour councillors had a pang of conscience about joining the royal party. Principles were soon sacrificed, however. When Nita Clarke, Livingstone's wily press secretary, explained what a coup it would be for the threatened Council to have the Queen and Red Ken sail in stately progress down the Thames. Then even the most staunch republicans were clamouring to get on board.

BARRY FANTONI



Austro-erity

Trimming expenditure at the British Embassy in Vienna is taking its toll. First the garden of the magnificent rococo-style residence was designated as a building site. Then the ambassador, Michael Alexander, sacrificed his Rolls-Royce. Now, to the horror of British expats, the time-honoured custom of sending the ambassador's visiting card to those who have signed his book has suffered a similar fate. By contrast, our ambassador in Rome, Lord Bridges, manages to dispatch his cards within 24 hours of his book being signed.

Any mark-up?

Whoever was responsible for dropping a plate of glass from a great height on a Rolls-Royce in Covent Garden the other day could not have chosen a worse target: it is owned by Sir David Napley. Yesterday he told me he has started proceedings to recoup the cost of repairing the car's shattered roof and a bit - not gold - re-spray. After slumping it in a Ford Granada. Sir David's verdict: "Comfortable, but just not the same sort of ride".

Singles day

The Scala cinema at King's Cross has invited the entire Select Committee on Video Recordings to its horror-film marathon on Saturday. The invitations were sent by messenger to avoid postal delays, but were returned because the House of Commons will not accept bulk delivery. Undeterred, the Scala is sending them out again... on 15 different bikes.

Scratched

A prospective buyer was intrigued by the "extra" listed in the particulars of a £102,500 mews house in St John's Wood. It has a racehorse thrown in. After viewing the property, the unidentified client was taken up to Newmarket by estate agents Benham and Reeves to slap the flanks of the beast - a two-year-old chestnut colt worth £5,000. The owner, who included it in the sale after failing to sell the house over three months, is offering the horse with training fees and expenses paid until November, the end of the flat racing season. Since the colt's identity is being kept secret, I cannot offer any expert opinion. But despite the lure of possible rich winnings on the turf, the client, who had offered close to the asking price, had withdrawn yesterday. The house did not match his expectations.

PHS

Peter Stothard on the problems of Mrs Thatcher's Policy Unit

Mr Redwood walks small

The first copies of a formidable new book on the nationalized industries are to be sent out to newspaper editors next week. But newspaper readers may not read very much about it.

The book is titled *Going for Broke*. It is a 150-page polemic against the interventionist policies of the Department of Industry under both Labour and Conservative governments and it was written last year by the merchant banker, fellow of All Souls and sometime Tory candidate, Mr John Redwood.

Today, however, that same Mr Redwood is the head of Mrs Thatcher's Downing Street Policy Unit. And the word has suddenly gone out to the publishers, Basil Blackwell, that there is to be no publicity associated with the book, bar sending out of copies for reviews. Proposed serializations have been cancelled. Interviews are refused. The publishers, who saw a rare possibility of interesting book-buyers in the delights of cash-limits, are not surprisingly, fuming.

In normal circumstances these events might be considered fairly trivial. No one after all should be forced to publicize his books. And since the election there has been comparatively little interest in the young man that make up Mrs Thatcher's Mark II planning team. Earlier this week, however, as Fleet Street leapt upon the "Banana skin crisis" John Redwood was cited by the normally loyalist *Daily Mail* as one of the wrong advisers. It surrounded the Prime Minister, chief unflatteringly as "a remote academic who lost his deposit as a Tory candidate at the Peckham by-election".

Redwood does indeed appear to many to be remote. He is only 33, a somewhat cold-charactered banker who heads a team of equally young civil servants and businessmen. The banana skins may be the purest phantasmata. The role in them of Redwood and his men may be minimal at most. But what better target for disgruntled MPs and political aides than a No 10 team whose role has been ill-defined of late, who, even when the going is good, like to keep their heads below the parapet, and when the going is rough, are forced to stay still farther from the open battlefield.

John Redwood has inherited a job in which controversy is almost the only continuity. The first head of Mrs Thatcher's Policy Unit was John Hoskyns, whose struggle to inject more sense and sanity into government was finally and noisily defeated by Civil Service opposition. In particular he was thwarted in his ambitions to merge the unit with the Cabinet Office think tank, to form a Prime Minister's department with himself at the head.

Hoskyns was succeeded by Ferdinand Mount, the novelist and political columnist who, behind a carefully contrived reputation as an innocent gentleman-journalist, built up the Policy Unit empire with all the skill of a permanent secretary. He even subverted the relics of the think tank when that ill-starred organization got into trouble with some ill-drafted ideas for dismembering the Health Service. But the furore over the leak of Mount's own proposals for strengthening the role of "The Family" highlighted once again the difficulty of working within Downing Street against the established might of media and mandarins. Mount is now literary editor of *The Spectator*.

Redwood was originally invited to join the Policy Unit by Hoskyns.

"I am lucky," said Yuri Lyubimov when told he had been sacked as director of Moscow's Taganka Theatre. "They shot Meyerhold." Vsevolod Meyerhold, a legendary figure in modern Soviet theatre, died in one of Stalin's prisons in 1940, a martyr to the Kremlin's obsessive desire to control the imaginative life of its people.

Lyubimov is the latest victim in that tradition. His martyrdom has been prolonged, painful and far too public ever to be likely to reach the same violent conclusion. But there can be no question of the level of suffering involved. Since last September, when he made a bitter attack on the Soviet authorities in an interview with *The Times* in London, where he was directing *Crime and Punishment* at the Lyric, Hammersmith, he has been living out of suitcases here and in Italy with his Hungarian wife Katalin and four-year-old son Petya. Petya repeatedly asks when they are going home. Katalin fears she may never again see her 71-year-old mother in Budapest. Lyubimov himself has left behind a brother, sister and grown-up son in Russia. Immediately after *The Times* interview, Katalin was thrown out of her job as a journalist in Budapest.

Lyubimov's gamble has been that he could be a sufficient nuisance to persuade the authorities to allow him to perform three plays recently banned at the Taganka. His position was that without those new productions the Taganka was dead. In the past such tough tactics have worked. Since he founded the theatre 20 years ago he has often successfully appealed over the heads of the cultural bureaucrats. Within the Politburo the Taganka has generally been perceived as a useful safety valve for Moscow intellectuals.

But in three sentences Vladimir Shadrin, the head of Moscow's cultural board, signalled to the world that Lyubimov had lost. Shadrin told the staff of the Taganka on Tuesday that he was being dismissed for failing to return. The staff at the Taganka have been loyal throughout Lyubimov's exile. When unofficial suggestions were made some weeks ago that his job might be available, nobody applied. They have also worked to stamp out the smears and lies which had been injected into the Moscow rumour machine - one saying that Katalin was dead. But ultimately they are powerless, and on Tuesday they simply registered their protest



During the first Thatcher government he had made an impressive showing on the Nationalized Industry working party of the Centre for Policy Studies. There were difficulties then, however, in detaching him from his merchant bank employer, N M Rothschild. He finally joined Ferdinand Mount's team in October last year and was Mount's choice as his successor. He took up his new job in January.

Since then all has been reasonably quiet. There have been small rumblings that the Redwood team was simply not in the same heavyweight class as Hoskyns, his aide, Norman Strauss, and the original economic adviser, Sir Alan Walters, who during the first term worked full time at Downing Street but today is there only one week a month. But the counter-argument was equally strongly put - that the Prime Minister's need was quite different now, that she had her own hand-picked permanent secretaries in charge of the key departments, that the manifesto needed to be enacted not rewritten. As one former colleague put it: "It is absurd to accuse the unit of being political lightweight. Civil Servants these days will soon tell you the political reasons for not carrying out some particular scheme. She wants people who can be like the best old style civil servants - giving practical advice of how to do what needs to be done. Redwood is excellent for that."

The next two in the pecking order are Christopher Monckton, a former *Sunday Telegraph* journalist, who has been watching over the rate-capping row, and Peter Shipley,

Downing Street's specialist on left-wing subversion and Home Office matters. Junior member of the team is Oliver Letwin, a radical in education matters who still works part-time for the Education Secretary, Sir Keith Joseph.

It is difficult even for those quite close to the work of Downing Street to see out exactly how influential any of these individuals is. Most of their work goes to the Prime Minister through Redwood although some occasionally goes direct. At meetings with ministers their ideas rarely emerge except through the Prime Minister's own mouth. They are credited with having had an impact on the attempt to control the cost of drugs prescribed by doctors, on the electricity price row, on the decision to subsidize the Airbus deal, on the continuing problems at the Scott Lithgow rig-making yard. The Family Policy Group established by Ferdinand Mount appears to have lapsed into abeyance. In as much as there is any active work being done across departmental barriers, it has been replaced by the analysis of restrictive practices in the professions, the so-called "middle class closed shops".

Redwood is said to be emerging slowly as a skilful Whitehall performer. Within his own team he has to fuse the two very different styles of the think tank, where Young and Pascal were used to conducting technical and often apologetic studies for the Cabinet as a whole, and the Policy Unit, where the Monckton and Letwin political advisers, aiming to make sure that their minister came out on top in any cabinet scrap. In Whitehall as a whole he has to form alliances without losing his independence.

He has a special problem in this last respect that neither of his predecessors had. He wants to be a politician himself. As his detractors note, he made little impression in the Peckham by-election of 1982. His victorious Labour opponent, Harriet Harman, says that the only thing she can remember about him was the time that his friend, former Rothschild colleague and now Industry Minister, Norman Lamont, wrote to her before the poll asking if she would be his House of Commons pair after Redwood had been defeated. "I was amazed to be told that he was some Tory guru", she recalled. Local Tories are more charitable. They say, however, that he would have done better by running the campaign on the issues that were dear to his heart rather than allowing himself to be stamped upon by the professionals from central office. "He was a bit cautious, a bit of a shrinking violet", one worker put it.

Today, as he works loyally for the Prime Minister and awaits nervously the publication of *Going for Broke*, he is still cautious. For the Policy Unit, this may seem the best policy. But influential government supporters are beginning to look back in discontented nostalgia to the days in Mrs Thatcher's first term when civil servants such as Clive Whitmore, political supporters such as Ian Gow and seasoned technicians such as David Wolfson, John Hoskyns and Alan Walters, were wont to work all hours of the night to match the weight of the Whitehall machine. The Prime Minister still needs to rely on an equal weight of advice, they argue; if not from the reformed Policy Unit, then from somewhere else. In Downing Street today there may be a limit to how far a shrinking violet can - and should - shrink.

Exit one Yuri, now another - Bryan Appleyard
reports on the plight of the sacked
director of Moscow's Taganka theatreOut goes the last
dying ember

Lyubimov directs "Crime and Punishment" at Hammersmith, last September. But what now for a man of 66 with no English

by telling the Moscow correspondent of Radio Denmark of the dismissal. Lyubimov's first step was to confirm the news through his own contacts in Moscow. He succeeded after a series of telephone calls from his latest secret London flat. His reaction was to accuse the authorities of behaving illegally - there had been an understanding that he was allowed to be abroad for the sake of his health.

But he knows this is simply shadow boxing - keeping faith with his original position that his own behaviour was impeccably correct. After the initial attack his strategy all along has been to keep the ball in the Soviet court. The reality is now of enforced exile with little hope of ever seeing his theatre again. It is a grim prospect for a 66-year-old who, like his wife, speaks no English.

Yet he refuses to ask for political asylum. "Why should I just because

they throw me out of work?" But the Soviets are likely to pursue the logical process of ejecting him from the Communist Party and then stripping him of his citizenship. It will be a bitter blow. Lyubimov is fiercely patriotic and has always maintained that his sole aim is to go home to run his theatre in peace.

"They took 20 years of my life at that theatre. How can they say they will just take it away from me?" he asked bitterly. But the dice had been increasingly loaded against him. As soon as Andropov became ill the old tactics of appealing to the top became useless, the *chinnovniki* cultural bureaucrats - led by the minister of Culture, Piotr Demichev, were in complete control of the theatre.

For the future his reputation in the West is secure. He is currently working on an opera production for Florence and there is a steady stream of offers. For family as well as professional reasons he is likely to want to settle in one place and Britain currently looks the most likely, although fellow exiles have been trying to persuade him to join them in the United States.

But although he has shown himself capable of all sorts of brilliant outside Russia as he does inside, it is clear that his exile will mean a profound loss for him. The sheer energy of his drama arises from the effort of communicating with people whose minds are firmly fixed on their own oppression.

"The Russian people have so many problems of everyday life. How to get something to eat, how to get money because wages are so low. Then those stupid meetings all the time. The people used to have to listen to readings of Brezhnev's work. Ten thousand people at a time would listen and then have to write or say something about it."

"They wanted me to stage Brezhnev's work instead of my plays. Everybody read Brezhnev, then spat on it. But during the meetings they all said how wonderful it was - the best of all. Shakespeare nothing. Then an article appeared saying his works weren't very good after all... Lyubimov raises his hands and dips his head in resignation.

"Twenty years ago Lyubimov named his theatre after the taganka - a sort of tripod which is placed over open fires to perform as a primitive cooker. 'The theatre', he explains, 'is like an open fire in a very cold house. Everybody comes to sit near its warmth.'

Ronald Butt

Where the Tories
are really slipping

Last weekend was a bad one for Mrs Thatcher. The Conservatives had just come third in the Chesterfield by-election and, for the first time in more than two years, Labour had overtaken them in one of the opinion polls that taste movement in public views. Worst of all, *Weekend World*, the Sunday morning ITV programme which is important principally as a source book for the next day's newspapers, carried a dire message. It was that the Government's performance and judgment were inept, and that Mrs Thatcher was so overworked that she needed a deputy (the fact that she has Lord Whitelaw seemed not to count). The "banana skins" on which the Government is supposed to have slipped (a vague term which has become a substitute for thought) were solemnly listed and that well-known candid friend of Tory prime ministers in their hour of need, Mr Edward du Cann, chairman of the Tory 1922 Committee, benignly suggested that ministers having the skills of the banana themselves had been "chucking them in front of their own feet instead of putting them in the litter-bins", a metaphor which self-evidently cannot stand too much analysis.

The first thing to be said about the items on the *Weekend World*'s list of banana skins (or on any other such list) is that they have no common characteristic. Some (rate-capping and the abolition of the metropolitan counties) are either the result of the classic political adviser, aiming to make sure that their minister came out on top in any cabinet scrap. In Whitehall as a whole he has to form alliances without losing his independence.

Other items on the list (raising energy prices for one) are unpopular but not too seriously so; then there are the accidents to which any human government is prone: the Parkinson affair among them, and perhaps Mrs Thatcher could have handled it differently. But I do not think there is much evidence that her instinct to be loyal to a colleague in trouble was widely unpopular.

The discomfiture of Sir Geoffrey Howe over Grenada also probably comes into the category of events attributable to circumstances outside the Government's control. It did not ask not to be informed of the Americans' intention to intervene, and Sir Geoffrey would hardly have risked his reputation by telling the Commons that nothing was cooking when he had been aware how quickly it would be publicly revealed that something was.

Most of the other banana skins (the clumsiness over MPs' pay for instance) were essentially trivial. In fact, only two in the usual list are likely to have been directly damaging. The first was the maladroit presentation of the spending cuts last summer which falsely made it seem that the Government had gone back on its election commitment to uphold the health service. That needed quite a lot of explaining, but the fault was one of appearance, not substance.

More serious damage may have been done by the GCHQ affair. Conservative trade union members resent the ban on union membership and many Tory MPs, while accepting that GCHQ should never have been vulnerable to union disruption, think the Government was wrong to make the unions a present of a good cause just when it had secured public support for its stand against

union excesses. Yet Mrs Thatcher has got what she wanted at GCHQ and only time will tell if the price was too high.

The most substantial complaint that can be made against the Government is that by some of its closest supporters - mostly outside Parliament - that it was wrong to decide that public spending could not be cut further by structural reforms of the welfare services. The rational basis for this opinion is that only considered reform can save the welfare services from the haphazard blow of the axe when times are hard again. But this is a minority criticism. It is not much heard from Tory MPs, nor of course from the opposition or wider public.

So why has the Government been damaged with such a flimsy weapon? In part, the answer is that political reputations, like share prices, are constantly going up or going down, and lately it has been the fashion (despite the industrial record) to see Mrs Thatcher short in the political market - not because of great errors but from the sort of instinct that sometimes affects the stock market without much tangible reason.

It is an instinct that should not be ignored. The Government's view of itself is that this is a parliament of consolidation; that in the last parliament much was asked of the people in requiring them to accept new needs and attitudes; that the pace of change cannot be pushed too far, and that what is at stake is of importance is to ensure that the Conservatives win a third term to complete the process by which the threat of real socialism is removed from the agenda. That, runs the argument, is why this has to be a parliament of some caution and consolidation.

I suspect the analysis is flawed. Mrs Thatcher was rewarded by a second victory last June precisely because she had asked much of the people and made them face some of the truths that in their hearts they already knew. In this parliament the Government suffers from the appearance of resting on its laurels. But the world of politics abhors a vacuum, and when it sees one tends to fill it with trivia. That is what has been happening.

To present the problems as a cabinet conflict between radicals and consolidators is to miss the point. They are all consolidators now, including Mrs Thatcher. But are they right to be? The nation instinctively wants to see a clear sense of direction in its leaders, and if that seems lacking a succession of small mishaps will be taken as indicating the Government's true disposition.

It is possible that a series of tax-reforming budgets, lifting masses of ordinary people out of direct taxation, could provide one major theme for this parliament, in the context of industrial recovery. But at present, a compelling and convincing theme is lacking, and that partly arises from the early election on a non-committal manifesto.

If a government is clear where it wants to go, it is less likely to trip up on small obstacles. This government still represents the only coherent set of political attitudes now on offer in Britain. But it does not convey the sense of purpose and drive that it showed in the emergencies of the last parliament. (Governing in times of emergency, of course, is always easier). This is the essence of the problem that Mrs Thatcher now ought to think about.

Paul Pickering

The Rev Major's
hot line to HQ

Our vicar looked longingly at a beckoning bottle of Rioja as he pondered what had gone awry in a world where youths find it necessary to write the long names of obscure pop groups in blue spray paint on the altar of his progressive urban church. The building is sacked with a frequency not seen since the days of Attila the Hun, as are 3,000 each year. Now some country gentlemen have come up with solutions to the vandalism almost as robust as his favourite wine.

"It's not exactly putting a curse on people, I take exception to the word 'curse', said Major the Rev Robert Nesham explaining the Commission service in which he called down "God's anger and judgment" on miscreants who broke into his church.

Formerly with the Indian Army, the vicar quickly marshalled his flock at All Saints, Down Ampney, near Cirencester, using the 1928 recital of divine threats which reminds sinners that God is the judge and a nimble no-nonsense lawman at that. This modern version is a reworking of the 1662 one which wasn't so mealy mouthed and said "cursed be he" about the sinner in question.

Not many CND badges can be found among the Rev Major's congregation. "The service has worked every time we have had a break-in and I think it should be used more widely. We have had three break-ins and after the service was read they all turned out all right. The chap who stole our lead is in jail and we even got back our safe and candlesticks."

There is a certain celestial smugness about detection in the parish not found in the average police station: "All we are saying is that we leave it up to God. We are saying 'Look here God, will you deal with it? If it's right for us to get the stuff back we will', said the Rev Major.

The God who meets out this "anger and judgment" seems to have little in common with the

sweet Jesus of the New Testament. In fact one imagines a divine curse between Clint Eastwood in *Sudden Impact* and Ronald Merrick in the *Jewel in the Crown* stalking round Down Ampney looking for troublemakers. "I came late to the Church", confessed the Rev Major. "But if you can command a battalion you can run a parish."

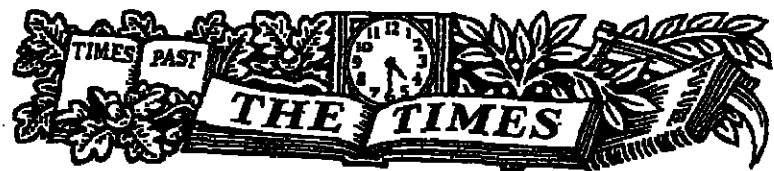
"As people have been caught every time, I do not lock my church. I believe in the Ten Commandments and think that a lot of dogooders these days do a lot of bad. But when raiders broke into the lovely old church of St Mary the Virgin in Gloucestershire the Rev Norman Lifton RN preferred a less spiritual remedy. He chased them away with a galvanised steel pipe. "Obviously you would not try to kill anyone, just wing them and bring them down", said the 16-stone vicar.

"I believe in corporal punishment, hard labour and the death penalty. You have got to make an example. We used to get a lot of young people rifling through the collection boxes, but now they are very contrite when caught." Quite understandable if the Rev Lifton does the catching.

Someone up there must like his approach. Mr Ryoichi Sasakawa, a Japanese businessman, has recently donated £30,000 to restore the church's chantry. "The vicarage was the home of Dr Edward Jenner, the pioneer of smallpox immunization. He's very big in Japan", said the vicar.

"Churches have to be careful", said Mr Derek Stapleton of the Ecclesiastical Insurance Office. "People will take or damage anything and the bill for break-ins is about £1m a year, excluding arson."

But as my pacifist person pointed out as he sipped his Marquis de Caceres '78, all this requires a lot of cashing about and if the choice is between a curse and the vicar would rather put up with the vandals. The poor fellow just wishes the Japanese would hurry up and invent the "Easi-Klean-Altar".



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THE FRANCO-GERMAN FRONT

Very quietly a dialogue has been developing between France and West Germany on the subject of European defence. It has included discussions on the role of France's 48,000 troops in West Germany and has also covered the possible use in Germany of French rapid deployment forces. On the French side there are several considerations behind these discussions. France cannot, for political reasons, re-join the military arm of Nato but it has been feeling a growing need to become more closely involved in the defence of Europe. Under the previous government there was already quite a lot of cooperation, particularly with the American navy; now there is even more.

The main impetus comes from the belief that West Germany may be drifting towards neutralism, leaving France dangerously exposed. Added to this are the increasingly audible warnings that if Europe does not pull itself together Washington could drift into isolationism. Even though both fears may be somewhat exaggerated they cannot be ignored altogether. For France the most obvious response is to seek closer military ties with West Germany and to enhance its capacity to participate in the defence of West Germany. This could also bring the added advantage of increasing French political influence in relations with the Warsaw Pact. President Mitterrand has learned from his predecessor that although the Russians may cultivate France for its nuisance value they very

clearly understand the realities of power and will not take isolated French initiatives very seriously. Obviously anything that enhances the French contribution to Europe's defence is to be welcomed. Even with the present level of cooperation, France's ambivalent attitude towards Nato makes planning difficult. Efforts to clarify the conditions under which France would make her forces available would help reduce uncertainties and strengthen conventional defence.

It is important, however, that these efforts should not develop into private arrangements between France and West Germany. They must be part of the wider European effort to improve conventional defence and raise the nuclear threshold. It is also important that they should be seen as a means of strengthening the Atlantic alliance rather than as a substitute for American power. One of the excuses sometimes given by Europeans for not contributing more to their own defence is that if they did so the Americans might go home, feeling that their presence was no longer necessary. The opposite is probably nearer the truth. On the whole the Americans prefer to help those who help themselves. A better defence effort and more political coherence in Europe would do a lot to silence those critics in the United States who believe that the Europeans are a feckless and ungrateful lot who do not deserve the privilege of being defended by Americans.

It would also strengthen the European voice in East-West

relations. At the moment the Americans have some reason to feel aggrieved that while they carry most of the burden of the nuclear defence of Europe, and struggle to safeguard Europe's vital lifelines to the Middle East and elsewhere, all they get is carping criticism. While this criticism is not always unjustified it would get a better hearing if it came from better organized and more generous allies who were doing more to help themselves.

Bringing the military dimension into European political cooperation has been a familiar subject of discussion for some time but very little has come of it, partly because of French objections and partly because not all members of the European Community are members of Nato. The French solution was to make the Western European Union the forum but this has not been particularly fruitful. Bilateral discussions with West Germany are to some extent another substitute.

At this stage there is probably no way these discussions can be institutionalized in a way of which everyone would approve, but this need not prevent them making a constructive contribution to the alliance. They are, after all, not just about technical matters. They should be seen as part of the wider effort, which is already making some progress, towards getting the alliance together on a more coherent long-term view of its strategy towards the Soviet Union and Eastern Europe.

THE DIMBLEBY AFFAIR

The BBC is unlikely to win any gold-plated statues for its budget coverage next week. If Mr Lawson's hints of bland neutrality prove correct then BBC Television's traditional broadcast on Tuesday afternoon will be a languorous marathon. Viewers will doubtless miss the knockabout talents of Mr Hattersley and Mr Kinnoch or Mr Murray's imitations of Savanola. But the one thing that alone would do lasting damage to the BBC would be the non-appearance of Mr David Dimbleby as anchorman of the budget programme. That would mean the BBC's surrender of editorial prerogative; it would embroil the corporation in an affair where it has no interest; it would make the BBC a party to a trade union's attempt to secure by threat and covert pressure what it has been forbidden by law from securing by open collective action.

Journalists in broadcasting sometimes seem to believe in an inalienable right to interview politicians under hot studio lights - a belief founded on observation of the number of times politicians refuse invitations to appear on *Question Time* or any other conduit into the nation's home. Yet on the contrary it is Mr Murray and the others who have a perfect right to refuse to appear before the millions. What they have no

right to do is imply they are thereby carrying on some sort of industrial disciplinary proceeding against Mr Dimbleby - and perpetrate nonsense about "invisible picket lines" and the like.

The Dimbleby decision to put the *Richmond and Twickenham Times* on a more secure commercial footing by reorganizing its printing was perfectly proper, and the upshot of the legal determinations which were made last week is thus clear. Action against the Dimbleby publishing concern by the National Union of Journalists in connexion with its printing operations is illegal, secondary action. Mr Dimbleby would surely have the full weight of the law behind him if he had to move to prevent collective action, by the NUJ or anyone else, against him personally in connexion with his BBC work. That fact says something uncomplimentary about Mr Hattersley's vaunted moderation when he, a member of the NUJ, takes action against Mr Dimbleby when the NUJ members at the BBC have, despite mutterings, kept this side of sense.

The BBC has no choice but to insist that Mr Dimbleby ignore the rancour and honour his contract to present this programme. To do anything else would do the corporation no good at all in the eyes of those, not just Conservative MPs

exercised over *Panorama*, with worries about its leadership and standing. Yet, when the dust has settled, the BBC must take a cool look at the apparent discrepancy between the code of "extra-curricular" conduct it enjoins on its own employees and the terms it extends to freelance contributors such as Mr Dimbleby.

BBC staff are required to undertake no outside activities that might conflict with their work. It might seem a harsh judgment to penalize an accomplished broadcaster such as Mr Dimbleby because, in his business life, he happens to be an enterprising businessman. But Mr Dimbleby is unavoidably touched by what can only be called the Cronkite factor: the authority of Columbia Broadcasting in the United States, like the BBC and ITN here, will always rest in some measure on the probity and disinterestedness of the organizations' public voices. Mr Dimbleby is stalked by the weighty shade of a famous father; but he stands in his own right as a journalist bringing powerful politicians and others to book through impartial criticism and sharp questioning. An active business life which excites attention, whatever the merits or demerits Mr Dimbleby's relations with his employees, would always contain the seeds of public controversy, to infect and debilitate Mr Dimbleby-the-broadcaster and the BBC.

CHINA'S TASKS

In China the People's Daily has marked the end of a national conference on economic work by calling for an end to bureaucratic incompetence, and for better economic results. A quick glance at China's official statistics might suggest that results are already quite good enough. After all, since Mr Deng Xiaoping introduced his programme of economic reforms in 1979, the Chinese economy has been growing rapidly - more rapidly, in fact, than Chinese planners envisaged, with the results that the main targets for the five year plan ending in 1985 have already been achieved.

Agriculture in particular has been a great success story. Since the liberalising reforms of the late 1970s, output has shot up, and according to official figures has been increasing twice as fast as before the reforms were introduced. This has been due largely to the abolition of the collective work system in the countryside, along with the institution of the people's communes, and the introduction of measures designed to help individual peasant households make money. The end of the collectives in all but name has released unanticipated energies from China's 730m peasants, and transformed the face of town and countryside alike.

Nevertheless, it is unlikely that the current rate of increase in agricultural output can be sustained. For one thing, most of the cultivable land in China is already under cultivation, and it amounts to only about 15 per cent of China's total land area, so there is only limited scope for expansion. The recent reforms have already taken up a good

deal of the slack that existed in the 1970s under the old collective system. This makes the long-term target announced in September, 1982, of quadrupling China's agricultural and industrial output by the year 2000 look very ambitious.

In industry, too, there are various more or less intractable problems to be solved. During the past five years, Peking has had some success in its self-appointed task of radically restructuring the Chinese economy as a whole, so as to shift the emphasis from heavy industry to light industry and agriculture.

The growth rate of heavy industry was curbed quite dramatically in 1980-81, but since then the heavy industrial sector has grown quite rapidly again, partly as a result of poorly controlled spending at the provincial level, so the Chinese leadership is still having to work hard to channel investment into such much-needed areas as energy, transport and communications.

There are other, less tangible, obstacles to economic modernisation, such as the lack of expertise and managerial skills. In China these have been compounded by the political experiences of the 1960s and 1970s, when cadres became accustomed to a high degree of state intervention in economic affairs, and when output rather than quality became the principal index of success.

During the past few years, economic reformers like Prime Minister Zhao Ziyang have been trying to break administrators and managers of bad habits, and to encourage them to regard proper accounting methods,

material incentives, and the use of market forces as legitimate aspects of a socialist economy. China's bureaucracy is, however, the oldest in the world and finds its habits hard to change.

Besides, the lingering influence of "leftist" ideas still affects the way many people think. During the 10 years of the Cultural Revolution from 1966 to 1976, party cadres had it remorsefully drummed into them that individual enterprise and small scale farming amounted to "taking the capitalist road", and that in the long term the Chinese economy should be entirely owned by the state or collectives. Small wonder that the official Chinese media now harp on the need to throw off the "leftist" influence of the past.

Now that Mr Deng Xiaoping and his supporters have secured their political position in Peking, it is indeed this aspect of "leftism" which most exercises them. To be sure, there must still be political supporters of the so-called Gang of Four - meaning, in effect, unreconstructed Maoists - at all levels of the Chinese Communist Party, Army and State bureaucracy, and it is one of the principal aims of the current party rectification movement, or purge, to wipe them out. But for Mr Deng the real threat from "leftism" is no longer at the political level, but in the entrenched conservatism, caution and reluctance to reform of China's huge and inflated bureaucracy. Dispelling "leftism" of this sort is likely to prove much harder than purging the Gang of Four and other senior people.

Against the grain in farming

From Mr T. P. O'Brien

Sir, A deputiation of farmers is to call at the House of Commons this week to ask for assistance against the huge flocks of geese which are eating their winter crops. And today (March 5) *The Times* Agricultural Correspondent has reported that with a record harvest now expected in the current season and some six million tonnes of grain estimated to be in storage from last season there is bound to be public misgiving about the cost of buying in and storing these massive grain surpluses.

The happy connection between these two items is illustrated by one of the cases the deputiation has examined. A field of 20 acres sown to wheat near here, with a potential crop of 60 tonnes, has been visited every day by huge flocks of Brent geese. The farmer naturally wants to discourage the birds; he wants a return for his outlay in time and effort when he finally harvests the crop and delivers it into the already bulging storage silos of the EEC.

Why not save money, therefore, by paying him a lesser on-the-field price for his crop? All the costs of harvesting, transport, and then the prolonged storage would be avoided by the simple expedient of leaving it in the ground for the geese to finish in peace. The farmer would not only show a profit for less work but would in addition have his field fertilised by the geese as a bonus.

Such a policy of inactivity would help cut down slightly the costs of the CAP (common agricultural policy) and yet, incredible as it may seem, please both farmers and nature conservationists.

Yours truly,
T. P. O'BRIEN,
Innisfree,
Seal Square,
Chichester,
Sussex,
March 5.

Perilous pastures

From Mr G. L. Doubleday

Sir, Early this morning a flock of my Romney sheep, grazing in the Thames Estuary marshes, was attacked by dogs. Sixteen ewes, two lambs within the next few days, were killed outright. Others suffered broken legs, torn udders, and other grave wounds.

There will be further trouble when we start lambing. The effect of the tragic scene of devastation on those of us who work with animals can be imagined.

Our industry has suffered criticism lately for some of its practices. The fault, if any, is not all on one side. Yours faithfully,
G. L. DOUBLEDAY,
Roddmarsh House,
Near Sittingbourne,
Kent,
March 1.

Wage subsidy scheme

From Mr Andrew E. H. Bradford

Sir, Professor Clunies Ross (February 10) promotes the idea of reducing unemployment by means of a wage subsidy carried by the long-term unemployed. At the end of 1982 it suggested a similar scheme to the Department of Employment. It costs the Government some £85 a week in support payments and lost revenue for every person unemployed, very near the minimum wages of nurses and farmworkers. An employer who genuinely creates a new job would obtain a subsidy by means of a voucher which would entitle him to a discount on his monthly payments to the Government of tax and national insurance contribution.

I suggested the voucher should be worth about £60 a week, which would achieve three things. First, the person newly employed would have to be paid a minimum wage of £85 a week (slightly above the minimum agricultural wage). Secondly, the employer would achieve extra labour input at a low marginal cost. Last, the Government would benefit by the reduction of about £25 a week per person employed from its current level of expenditure. It is the view that the method of payment of the subsidy would be highly efficient in that the employer would deduct from his payments to the Government in the same way that statutory sick pay is treated, thus obtaining an immediate rebate, which would achieve the reduction in labour cost demanded by those advocates of the abolition of national insurance surcharge payments but only to those firms who used this reduction to create extra jobs.

Yours faithfully,
ANDREW E. H. BRADFORD,
Kincardine,
Kincardine O'Neil,
Aboyne,
Aberdeenshire.

Public interest on tax

From Mr John Hills

Sir, Mr Tim Congdon (March 1) is flatteringly taking up so much space to review my paper on public assets and liabilities and is very flattering in suggesting that I have persuaded "several influential economists" that the subject is an interesting one. It would have been more flattering if he had spent less time inventing his own Aunt Sallys to knock down.

I do not dispute for a moment that in computing the nation's aggregate wealth claims between the domestic private and public sectors should be netted out. This does not imply that the size of such claims is of no interest.

Whether the Government owes Mr Congdon £1,000, or whether he owes the Government £1,000, is irrelevant to the nation's wealth, but I, I suspect of interest to Mr Congdon. Changes in this relationship caused, for instance, by the

Higher education in a wider context

From Lord Flowers, FRS.

Sir, There has long been deep concern about the narrowness of the curriculum followed by Advanced-level candidates in schools and colleges made up, as it most commonly is, of three related subjects and little else. The universities would warmly welcome an arrangement which could expand and enrich the work of sixth-formers.

After the failure of more ambitious plans to extend the range of subjects a simpler proposal is now being considered, the introduction of a new intermediate-level examination, which would have half the value of A level and be taken alongside it. This would enable young people applying for university to offer four subjects instead of three, two of them at A level and two at I level, at least one of the latter in a subject contrasting with the main subject of study.

As you reported recently, the hope is that the Secretary of State for

Education and Science will shortly initiate consultations with all concerned.

It will be important to ensure that the new examination is of a standard that warrants comparison with A level. There is no reason why this should not be so and the Committee of Vice-Chancellors and Principals will do everything possible to co-operate with the examining boards and the schools in giving a genuine value to I level.

There is now a realistic prospect of breaking free of the restricted range of subjects which has stereotyped the education of our ablest pupils for too long. We hope that those responsible for admissions to undergraduate courses will pay due attention to this important development.

Yours faithfully,
FLOWERS, Chairman,
Committee of Vice-Chancellors and Principals of the Universities of the United Kingdom,
29 Tavistock Square, WCI.

Open University cuts

From Mr Richard Wilson

Sir, May I welcome my former colleague Professor Christopher Harvie's support (March 6) for the Open University in a time of cuts and endorse what he said about the demoralising effect upon staff. May I add, in a plea to all concerned, that probably no other institution of learning depends so much upon the dedication, motivation and energy of its students and their part-time tutors.

While pursuing a rigorous programme of studies to BA level and beyond they are, at the same time, already contributing to society and to the gross national product as taxpayers, ratepayers, parents, wage and export-earners, voluntary workers, magistrates and in a host of other ways.

Labour leadership

From Mr Clive Jenkins

Sir, In Peter Gillman's account of "The Kinnoch story" (Spectrum, March 6) his reference to me is completely untrue. I did not make the suggestion that we should "do a Hawke" following the conference at Lords. Ditton on May 6-7.

There is no truth in the statement, "Jenkins' proposal was considered in some secrecy by a group of union leaders on the left of the party, who included Moss Evans (TGWU), Bill Keys (SOGAT '82), Alan Sapper (ACTAT), Ray Buckton (ASLEF), Rodney Bickerstaffe (NUPE), Jimmy Knapp (NUR), and Ken Cameron (FBU)".

There was no such consideration and no such meeting.

The facts are as follows and they might as well be spelt out to get rid of the myths:

The ASTMS National Executive Council and our elected delegation to the Labour Party Conference were due to meet immediately after the general election on Saturday, June 11 and Sunday, June 12, and it was

During the summers, in the evenings and at weekends they use classrooms and laboratories in other institutions that would otherwise be empty. Their degree is the most cost-effective in Britain and is highly respected, yet Open University students pay for it at least twice, in the increasingly high fees they pay, in their taxes, and in the sacrifice they make to earn a degree in their spare time.

But if tutorials and support are cut, as they may have to be, and if the variety of courses is diminished, even Open University students may sooner or later be discouraged and gradually give up. Such a waste of a flourishing national asset cannot possibly be consistent with Tory policy?

Yours faithfully,
RICHARD WILSON,
92 Fentiman Road, SW8.

our desire to renominate Mr Michael Foot out of a deep sense of respect and affection.

I consulted him with the approval of my NEC and he made a decision not to accept the nomination, which he then conveyed to Mr Neil Kinnoch. My NEC and the elected delegation were so informed and then proceeded to nominate Mr Neil Kinnoch.

As a matter of interest, the Union of Communication Workers quite separately took the decision to nominate Mr Neil Kinnoch on Friday, June 10. They were the first. There was a meeting of those who wished to nominate Mr Neil Kinnoch well after this. So much for the absurd story of the earlier non-existent secret meeting which "did reach Kinnoch, but not Foot". The story is untrue, as could have been established if your correspondent had asked me.

Yours faithfully,
CLIVE JENKINS,
Association of Scientific Technical and Managerial Staffs,
79 Camden Road, NW1,
March 6.

fill the quota; more subscribers would disconnect and, eventually, no one will get what they want. Consumers will not get different programmes, actors will have less work and the Government and British Telecom will not get the broad-band communications system that pay-TV is intended to provide.

However, this may be precisely what your distinguished correspondent wants. If cable television fails because quotas are imposed, and the Monopolies Commission is not invited to break the intended unholy alliance between the BBC and ITV in the operation of direct-broadcast satellite systems, those who already profit from the terrestrial monopoly - the higher-paid actors, writers, producers, and the broadcasting organisations - will be able to continue to do so without bothering about the possibility that there might just be some consumers who wish to decide for themselves what they should spend their money on.

Yours faithfully,
BRUCE A. FIREMAN,
1 Paternoster Row,
St Paul's, EC4.

Cable TV safeguards

From Mr Bruce A. Fireman

Sir, The letter from Sir John Gielgud and others (March 5) calling for a quota to be imposed on non-EEC programming on cable television systems reveals a lamentable lack of understanding of both pay television and the economic effects of such quotas.

Unlike broadcast TV, cable is directly paid for by consumers through a monthly or weekly subscription. Viewers decide that they are not getting money, they disconnect. It really is as simple as that.

All surveys of consumer preference show that viewers most want and most value films on cable, but the vast majority of the 200-odd English-language films made each year are made outside the EEC. Since consumers value non-EEC films more than EEC films, the effect of the quota would be to cause them to stop subscribing.

A vicious cycle would be created: programme companies would seek out cheaper EEC material in order to

he fears. Instead, it would direct the court to admit evidence even if it was obtained unlawfully, provided either that the unlawfulness was of no material significance, or that the overriding interests of justice require it to be given, notwithstanding that it was obtained unlawfully.

It is difficult to see how any responsible police officer could object to that if he is genuinely concerned to ensure that the police obey the law and that justice is done both to the innocent and to the guilty whether they do or not.

Dr Robert Baldwin (March 5) has dealt so well with Mr Curtis's point about police discipline that I need say no more about that here.

Yours etc,
PAUL SIEGHART, Chairman,
Executive Committee, Justice,
95a Chancery Lane, WC2,
March 7.

Admissible evidence

From Mr Paul Sieghart

Sir, The letter from the Chairman of the Police Federation (February 28) is a good example of what the criminal fraternity calls "verbalism". Mr Curtis would have been wise to read my letter (February 21) properly before charging Justice with things we did not say.

We have not put forward a proposal that the Royal Commission on Criminal Procedure rejected; we do not favour the doctrine of the "fruit of the poisoned tree"; we know perfectly well that palpably guilty men will get off if there is a rule automatically excluding all evidence unlawfully obtained.

If Mr Curtis will look at the clause which Justice would support he will find that it does none of the things

on private behaviour over some time period. If Mr Congdon thinks it would have no effect he will have removed one of the more convincing explanations by the Treasury of how a fall in inflation can help the economy's recovery.

It is precisely because these effects have different impacts over different time periods that a single-figure PSBR can give a misleading impression of the impact of government on the economy. The solution to this is not to subtract one year's net worth from another, but to look separately at different components of change in that balance sheet.

The PSBR is at present being used to do too many jobs at once; it is not a solution to replace it with an alternative single figure.

Yours faithfully,
JOHN HILLS,
The Institute of Fiscal Studies,
1/2 Castle Lane, SW1.

Implications of Lenten fasting

From Canon Alan Glendinning

Sir, We have received the benefit of advice on our Lenten fasting from the Under Secretary for Trade and Industry - an unexpected source (report, March 5).

It might be helpful if the clergy were to return the compliment, especially at a time when Parliament appears to be growing less and less compassionate, by quoting from the 58th chapter of the Book of the Prophet Isaiah:

The kind of fasting I want is this: Remove the chains of oppression and the yoke of injustice, and let the oppressed go free. Share your food with the hungry and open your houses to the homeless poor. Give clothes to those who have nothing to wear, and do not refuse to help your own relatives.

Then my favour will shine upon you like the morning sun, and your wounds will be quickly healed. (Good News Bible).

In its context that is also a political demand, and one which the clergy must not neglect to reinterpret in terms of today's politics, especially in Lent.

Yours faithfully,
ALAN GLENDINNING,
16 Court Road,
Lewes,
Sussex,
March 5.

Helping Third World

From Sir Colin Campbell

Sir, I hope the ambassadorial letter you published on Saturday (March 3) will do something to put new heart into those of us who are convinced more could be done to help the Third World countries by improving commodity prices, enabling them better to pay their way and buy our goods.

The commodity where the EEC has the greatest guilt is certainly, as they say, sugar. A number of Caribbean and Central American countries, not to mention several in Africa, depend on this source for much of their export earnings. Today's world price does not even cover costs in many cases.

We in the EEC countries should at least be prepared to reduce beet sugar production as a contribution towards reaching a workable agreement. It is not an essential interest that we should grow our own sugar.

The exporting countries for their part must better understand that very often they will realise greater export earnings from a small quantity of any given commodity at a higher price. They need also to play their part by accepting realistic quotas in the overall interest.

Yours faithfully,
COLIN CAMPBELL,
Kilbride Castle,
Dunblane,
Perthshire,
March 5.

Roads to God

From the Reverend John Whitehead

Sir, The Reverend Edward Norman's thesis (February 24) of a "trahison des clercs" who have pointed the Church down the wrong roads of collectivism, bureaucracy, etc, misrepresents the facts.

In actual fact people belong to the Church because they have discovered spiritual meaning - through participation. They provide, and their PCs in the parishes manage, up to half the cost of running the Church. This is but one aspect of an increased sense of personal responsibility which has deepened the spiritual meaning of faith in God.

Moreover, God means more to people when abstract belief is personally experienced through the pastoral care of a *kolnoma* which is often founded more on spiritual values than in the past.

God was incarnate and is known through participation - his and ours.

Yours sincerely,
JOHN S. WHITEHEAD,
The Vicarage,
Betley,
Crewe,
Cheshire,
February 27.

Stopping 'The Times'

From Mr Martin Brannan

Sir, In your leading article, "Kicking the dog", on March 1, your readers are asked to believe that the failure of *The Times* to appear on February 29 was due solely to the fact that 10 engineers withdrew their labour.

The British have an enviable reputation for improvising under difficulties, witness the way in which the papers appeared daily during the worst of the London Blitz.

Are we to suppose that there is not sufficient know-how amongst those on the print-room floor to keep the presses rolling for just one night? Or is it the fear of subsequent reprisals that is the commanding imperative?

Yours sincerely,
MARTIN BRANNAN,
Ling Acre,
Purton,
West Chilton Common,
Pulborough,
West Sussex,
March 1.

Cross words

From Mrs Michael Marriage

Sir, Mr Jack Windsor Lewis (February 21) refers to the authors of the *OED* as being very serious scholars. No less solemn is *Reed's Nautical Almanac*, but occasional levity is allowed in parenthesis, for example, the advice concerning mooring ropes, and bollards already in use.

The suggested course of action will "avoid unsavoury exchanges between owners when one of them (obviously mad) wishes to leave port on the 3.0 a.m. tide."

Such solemnity must cheer the lone yachtsman! Yours faithfully,
URSULA MARRIAGE,
Downhurst,
West Chilton Common,
Pulborough,
West Sussex.

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Trafalgar may now opt to leave P&O alone

The air of disbelief when Trafalgar House first offered to take over Scott Lithgow from British Shipbuilders was almost tangible. The Trafalgar share price has suffered, especially on days when it seemed that Trafalgar might actually succeed in acquiring the troubled Clyde-side yard. The Trafalgar board, especially Mr Eric Parker who is carving a name for himself as chief executive, saw the deal in an entirely different, wholly serious and constructive light. On the conditions Trafalgar had laid down, the absorbing of a bankrupt shipyard faced with losing two of the three jobs it had still to complete, made a great deal of Trafalgar-type sense.

There were, inevitably in the Trafalgar context, valuable tax losses - valuable only if the group made a success of its acquisition; and more to the point, there was the chance of welding Trafalgar's Teeside rig building facilities with Scott Lithgow's capacity, when the wind is in the right direction and the lads are in the mood, to build the main oil rig structures, how far these perceived advantages will be diluted by the 75 per cent - 25 per cent agreement to proceed in harness with Howard Doris, it is too early to say.

For the City, however, the more important question is whether Trafalgar will now wish to revive its bid for P&O, assuming that the Monopolies and Mergers Commission's report and Mr Norman Tebbit, on whose desk at the department of Trade that report now sits, do not put insuperable obstacles in the way. The working assumption is that Mr Tebbit will not stand in the way, but it is now much less likely that Trafalgar would promptly respond to his green light. Mr Nigel Brookes, the Trafalgar chairman, does not get himself or his company into situations from which there is no withdrawal. It would be entirely rational for Trafalgar to opt for the sidelines and watch the P&O team, leaner, fitter and captained now by Mr Jeffrey Sterling, perform for a while. The logic of a merger on the two groups has hardly diminished, which of course is not to say that P&O would not strenuously resist a new Trafalgar bid. With the adrenalin flowing as it now is, Mr Sterling would be disappointed if he were not to be called from his corner to fight Mr Brookes.

I would not put my shirt on a contest, let alone on the result. But as with the Clyde case, there are always deals within deals.

New rules in the money market game?

Across City lunch tables yesterday, it was suggested that the current stately gavotte between the Bank of England and the banks over interest rates contained a more profound structural significance, notably that the Bank of England was trying hard to depoliticise its dealing rates in the bill market. Just as Barclays had signalled a willingness to adopt a more nimble stance over base rate changes the Bank wanted to show itself to be more neutral over what rates it paid for bills, thus encouraging the market to pay less attention to its activities.

Some reasonable evidence certainly exists to endorse the talk. Yesterday's discreet cut of 1/4 point in bill intervention rates follows Barclays' lead, rather than pointing towards even lower rates. The Bank appears not to be arm-twisting behind the scenes; witness the fact that only the Bank of Scotland saw fit

yesterday to follow Barclays initiative in cutting its base rate by 0.25 per cent to 8.75 per cent.

Bank assistance to the discount market was certainly heavy, with the early morning shortage of around £700m revised subsequently to £900m. Sales and repurchase agreements totalled £400m, while the authorities also helped the discount houses with direct loans at unspecified rates.

Longer term it makes sense for the Bank to try to switch attention away from the current fixation with dealing rates. When the original system was introduced some four years ago, it was designed to increase freedom of manoeuvre, but the corporate sector's cash flow crisis led to the present Vatican-style rigidity.

Cynics will argue that the Old Lady's apparent conversion from the tactics of the Duke of York to those of the Duke of Plaza Toré will be shortlived. Come another sterling crisis, and the traditional system of tight controls would be reimposed. By the same token, how can the Bank maintain that it is standing aside from the market, when it is still resisting discount houses' offers of bills at even lower rates?

In a sense, the logic of such comments misses the point that the general atmosphere appears to be changing. If the Treasury and Bank of England feel confident enough to indicate that they plan to leave markets more to their own devices, then the whole rate structure may be sailing into calmer waters. The big push, to get rates down from the mid-teens, may now be over, and slight fluctuations in the 8 per cent-9 per cent base rate zone can be tolerated.

Certainly the authorities cannot feel too disappointed with their recent debt sales record. The upward revision of the money market shortage after midday suggests that perhaps half of the new tap, exchequer 10 per cent 1989, has been allotted, notwithstanding the building societies' uncertainty about their taxing future.

Modest proposals for SDRs

Developing countries have consistently argued that the world - by which they mean chiefly themselves - is desperately short of liquidity, which can be solved only by a fresh allocation of Special Drawing Rights, the reserve currency of the International Monetary Fund.

The issue was buried at last September's annual meeting. But it is now well up on the agenda for the April meeting in Washington of the IMF's key policy-making body, the Interim Committee.

The developing countries were originally pressing for an allocation of SDR 15 billion a year on top of the SDR 21 billion now held in reserves throughout the world. This found little favour with the industrial nations, who are fearful of the effect a big SDR issue might have on inflation.

Since then, however, the industrial countries - through the Group of 10 forum - have been toying with more modest proposals, for, perhaps an annual SDR 4 billion over the next three years.

Yesterday's recommendation from the Washington-based Institute for International Economics, for a SDR 34 billion allocation this year followed by SDR 9 billion next year is thus likely to go down like a lead balloon.

Sweeping changes likely on unit trust commissions

By Philip Robinson

In the midst of the turmoil in the Stock Exchange and the debate over the Gower report on investor protection, sweeping changes in the commission levels allowed to be earned on the sale of unit trusts are likely by the Unit Trust Association.

This comes after Arbutnot Securities' resignation from the association in order to pay record commission rates for selling a new trust.

Mr Mark St Giles, former chairman of the association, and now chief executive of the GT Unit Trust Group, said that a 1 1/4 per cent marketing allowance, at present only paid to authorized and licensed dealers could be broadened to include stockbrokers, banks and building societies.

This would put the commission earned from selling unit trusts at a level competitive

with that earned selling unit-linked life assurance.

Pressure to widen those eligible to receive both the fixed commission for qualified intermediaries (1 1/4 per cent) and the 1 1/4 per cent marketing allowance has been building up for some time.

Mr St Giles said: "In the light of the current freer thinking on commissions generally in the City the association may choose to widen the number of people eligible for the minimum although I do not think the UTA would raise the 3 per cent ceiling. The result may be that it will mean more costs for the client at the end of the line."

The changes hinge on whether Arbutnot's new fund, called the Portfolio Trust, launched on Monday, is a success. Minimum investment is £2,500 for the trust which is made up of four funds in the American, British, Japanese and European mar-

kets. There is an initial 3 1/2 per cent charge and an annual charge of a record 2 1/2 per cent, against an industry average of between 1/2 per cent and 1 per cent.

But Arbutnot, whose chairman, Mr Peter Ashley Miller, is an executive member of the Unit Trust Association had to resign from the association because it intends to pay brokers a renewal commission starting at 1/4 per cent, and rising to 1.5 per cent on sums above £500,000, for all cash left with the trust every year.

The appeal of the new trust is that it has taken advice from leading tax Counsel which has advised that a switch from one fund to another within the trust should not attract capital gains tax or stamp duty.

However, the Inland Revenue has yet to rule on the two points and Arbutnot has reserved the right to charge

clients for any stamp duty which may be incurred and cannot accept liability for any capital gains tax charged to investors.

It is this technical structure of the trust which rivals are watching keenly. If the Inland Revenue accepted a switch within a trust would be capital gains tax exempt, industry sources say it would change the entire unit trust investment structure in Britain.

A rival unit trust group said yesterday that Arbutnot's high charges would inevitably put pressure on other unit trust groups to raise their rates in order to compete on equal terms with the investment advisers.

The association has said that if other groups need to leave the association to compete on commission terms it would need to review its rules.

US oilmen dig in to fight off predators

From Bailey Morris, Washington

News of two big mergers in the American oil industry in the last two months has set the stage for another round of takeovers with intense speculation on Wall Street over the next likely candidate.

Analysts said the thirst for inexpensive oil and gas reserves which led to the proposed mergers between Standard Oil of California and Gulf Oil and Texaco and Getty was bound to produce more such ventures.

According to one analyst: "Everybody in the industry, even the biggest of companies, is hiring professionals to help them stave off unwanted bids. Practically every oil company of any size is on someone's list."

He said a growing number of analysts now believe that Superior Oil will be the next sold. Both Mobil Oil and Standard Oil of Ohio have confirmed reports they are studying Superior as a possible takeover target.

There were also reports on Wall Street that Mobil will examine the Social-Gulf proposed merger to see if it would be worth trying to break in with a higher bid than the 80 to 85-a-share Coal is prepared to pay for Gulf.

Meanwhile, several Canadian companies are lining up to bid for Gulf's Canadian unit which Social has indicated it would like to sell if the merger is consummated.

Mr Tony Bush, a spokesman for Social, said yesterday the company would "probably pursue plans to dispose of the controlling interest in Gulf Canada."

The intense bidding war on Wall Street for oil companies which are once considered unlikely takeover targets prompted analysts to draw up a new list of candidates.

The list includes: Phillips Petroleum, which is priced attractively but has scattered reserves; Sun, also well priced and endowed with large American reserves; Ker-McGee, which has sizable interests beyond its oil properties; Amerada Hess, which struck it rich in the North Sea but has a limited marketing operation; Pennzoil, which unsuccessfully sought control of Getty; Louisiana and Exploration, which is high-priced and a constant subject of takeover rumors and Unocal.

● Venezuela's acting energy minister, Señor Herman Anzola, does not expect any reduction in the country's oil exports and revenues, denying reports of a possible oil production cut by the Organization of Petroleum Exporting Countries of a million barrels a day.

Jourdan plans USM quote for Quant

By Ian Griffiths

Mary Quant the Sixties personality who pioneered the mini skirt is set to make a comeback in the City. The company bearing her name may be floated on the USM soon.

Worldwide sales of Mary Quant products such as make-up, shoes and hosiery are running at £30m a year and, with the designer herself still working on new products, there are strong prospects of more revenue-generating licensing deals particularly in Japan.

Mary Quant Holdings is now firmly in the grasp of Thomas Jourdan, the investment holdings group, after its acquisition of 40 per cent of Mary Quant shares last year. The remaining shares in Quant are held by Jourdan's chairman, Mr Archie McNair, and his co-directors Mary Quant and her husband, Mr Alexander Plunket Green.

Mr McNair said yesterday: "We are working hard at making Quant more profitable and there is a great possibility for it to be exploited. When the profit record is established we will be looking at the USM."

He denied that the Quant name is outdated and cited recent market research which showed that 98 per cent of the public was fully aware of what it represents, compared with a 64 per cent awareness of the Laura Ashley name.



Mary Quant: Hopes for USM listing

Quant Holdings and Jourdan are linked through a complex arrangement whereby Quant designs and markets the goods and Jourdan collects royalties. For that reason, Jourdan does not publish separate profit figures for Quant, but it is possible to deduce them from the Jourdan accounts.

Mary Quant Holdings returned profits of £33,000 before tax, in the year to January 1983, but on the basis of Jourdan's consolidated results for the year to December 1983, Quant profits have increased to £145,000. Jourdan's pretax profits for the year were up by 43 per cent to £672,180.

TUC stays away from Neddy

By Our Financial Staff

A meeting of the National Economic Development Council was boycotted yesterday by the TUC in protest at the union ban at GCHQ Cheltenham, and Sir Terence Beckett director general of Confederation of British Industry said the NEDC could not carry on in the long run without a union voice.

The Union officials, including Mr Len Murray, the TUC general secretary, were to have had talks with members of the Cabinet and officials of the CBI about jobs in higher education and the cotton industry.

The TUC General Council said last week it would withdraw its MEDC representative.

Sir Terence said before the London meeting that the unions had to weigh up carefully their position. He added: "They complain they have not got the influence they used to have, but if they do not come to Neddy and other joint bodies it strikes me they are going to have less influence."

Their point of view will obviously not be put across today, but I think it right to carry of the meeting.

The CBI represents companies as a whole, and we shall do our best to represent the interests of the entire workforce."

Record run is halted

The stock market's record breaking run came to a halt yesterday as investors waited for the other three high street banks to fall in line with Barclays' decision to cut its base rate to 8 1/2 per cent.

The FT Index tumbled 6.2 to 835.4 after a promising start with the FT-SE 100 losing 8.9 at 1055.6.

Market report, page 18

STOCK EXCHANGES

FT-SE 100 Index: 1055.6 down 8.9 (day's high: 1063.1, low: 1055.6)
FT Index: 835.4 down 6.2
FT 100 Index: 83.35 up 0.04
FT All Share: 500.70 down 1.85
Bargains: 20,217
Datastream USM Leaders Index: 108.68 down 0.06
New York: Dow Jones Industrial Average: (latest) 1,141.02 down 11.51
Tokyo: Nikkei Dow Jones Index 10021.20
Hongkong: Hang Seng Index 1,091.44 down 0.24
Amsterdam: 169.9 up 0.5
Sydney: AO Index 725.0 down 10.7

CURRENCIES

LONDON CLOSE
Sterling
\$1.4760 down 90 pts
Index 81.4 down 0.2
DM 3.7750 down 0.02
FF 11.5950 down 0.1100
Yen 329.50 down 2.25
Dollar
Index 124.6 down 0.2
DM 2.5580 up 0.0040
NEW YORK LATEST
Sterling \$1.47445
Dollar DM 2.5580

INTEREST RATES

Domestic rates:
Bank base rates 8.75, 9
Finance houses base rate 9 1/2
Discount market loans week fixed 9 1/2
3 month interbank 9 - 11/8
Euro-currency rates:
3 month dollar 10 1/2 - 9 1/4
3 month DM 5 1/2 - 5 1/4
3 month Fr 16 1/2 - 16

GOLD

London fixed (per ounce):
am \$402 pm \$398.75
close \$399.50-\$400 (£271-£271.50)
New York (latest): \$399.25
Kruggerand (per coin): \$411.50-413 (£279-£280)
Sovereigns (new): \$93.50-\$94.50 (£63.25-£64)
*Excludes VAT

NEWS IN BRIEF

Steel aid scheme scrapped

The Government last night announced the ending of the £34m Private Sector Steel Scheme, set up to help firms tackle the drop in demand for steel products.

Mr Norman Lamont, Industry Minister of State, described the scheme as a "success" but said in a written Commons reply that it was closing because cash earmarked for it was "fully committed."

However, a spokesman for his department said later that the decision was "in line with our EEC commitment under the State Aids Regime that industry should be made to stand on its own two feet."

The limited finance for the scheme had been agreed with the EEC and for this reason it was not being extended.

● Aeg-Telefunken is reportedly about to sell its remaining 25 per cent stake in Telefunken Fernseh und Rundfunk to Thomson-Brandt, which already controls a 75 per cent interest in Aeg's former consumer electronics unit.

● West Germany is blocking steel import agreements between the EEC and Spain and countries from the European Free Trade Association, according to EEC officials. Germany wants to reduce its imports from Spain this year because there is a "special problem" there.

● AUSTRALIAN exports rose 5 per cent to \$2.11 billion (£1.30m) in January from \$2.01 billion in December, according to the Australian Bureau of Statistics. The figures showed a significant increase in cereal and cereal preparation exports, due mostly to stepped up wheat exports.

Boost for Aer Lingus

The delivery yesterday of two 36-seat Short 360 commuter airliners to the Irish national carrier Aer Lingus, under a £5.54m contract, heralds an expansion of air services between Dublin and British provisional cities and an increase in Irish cross-border trade.

The Aer Lingus chief executive, Mr David Kennedy, said the two aircraft would operate scheduled services from Dublin to Liverpool, Leeds and Bradford, and Edinburgh and Bristol.

The declining Liverpool route had been saved and the Leeds and Bradford route reopened with 11 months of experimental operation by a leased 30-seat Short 330, which would now be returned to the makers.

Traffic on the Merseyside service had increased by more than 50 per cent through higher frequencies operated by the smaller aircraft.

Lagos and Bahrain lead cost-of-living survey

London loses high-price label

By Graham Searjeant
Financial Editor

Expensive though a hotel room may seem to the average Briton paying his own way, London is becoming relatively cheaper for the businessman who has to compare it with New York, Tokyo or the oil states.

A few years ago, London had risen spectacularly in one of the most embarrassing league tables that of the world's most expensive cities. But competition during the slump, lower inflation rates and, most noticeably, the continuing fall in the sterling exchange rate since 1981 have changed all that.

Employment Conditions Abroad Ltd, a company which specializes in comparing pay, conditions and costs for executives in different countries, now puts London at only 25th in a survey covering 80 countries.

The comparison is based on estimated total daily living expenses, including the cost of a hotel room.

In a sample of 12 cities widely used by travelling businessmen, London has fallen from fifth to seventh place in a year (see table). Although London still ranks fifth most expensive for a hotel room

THE WORLD'S MOST EXPENSIVE CITIES

	Total daily rate (including hotel room)	Hotel only (single room with bath)
(All figures in £ sterling)		
1. (1) Lagos	158	70
2. (2) Manama (Bahrain)	128	57
3. (3) New York	124	57
4. (4) Tokyo	113	42
5. (5) Oslo	110	47
6. (11) Peking	101	61
7. (5) London	99	56
8. (8) Bangkok	95	47
9. (9) Paris	88	44
10. (7) Frankfurt	82	38
11. (10) Nairobi	61	25
12. (12) Lisbon	40	17

() previous year

alone, Britain's capital makes up for this in lower general costs for services.

Apart from any other drawbacks, Lagos is the city many business travellers will be happy to avoid, at £158 a day, for times the cost of the altogether more attractive Portuguese capital Lisbon, a powerful incentive to switch from oil to port shipping. In the full survey, the Gulf states, Iraq and Nigeria heads the table of expense in both years.

London was said to cost

about £100 a day, cheaper than New York or Tokyo.

The survey assumes a four-star hotel as well as covering restaurant meals, city centre taxi fares and incidental living costs. But it confirms a survey carried out for the British Tourist Authority last November by Staniland Hall Associates. This showed that Britain had in 12 months move down from seventh to ninth most expensive, among 14 capitals in Europe, North America and Japan.

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Telex 887766

General Manager: Leslie K. Carter

Strong & Fisher plans Nadir share deal

By Philip Robinson

Strong & Fisher (Holdings) the clothing and leather manufacturer, is seeking shareholder approval to sell a quarter of the company's shares at less than half the market price to Mr Asil Nadir, the Turkish financier who runs the Polly Peck and Wearwell clothing companies.

Mr Nadir is buying 3.6 million new shares at 70p each through his offshore investment vehicle Restro Investments. The purchase price compares with a market price up 10p yesterday at 198p. His stake will represent 24 per cent of the enlarged capital.

The sale is to raise £2.5m cash for Strong & Fisher, whose last rights issue called to all shareholders in November 1981 raised £2.6m.

Mr John Hawkfield, Strong's finance director, says that the company's trading record since then has prevented it raising cash from a further rights issue and

the 70p per share being offered to Mr Nadir compared with a share price before it was known he was involved.

Mr Nadir's mere presence as a shareholder or rumoured shareholder in a number of companies was enough last year to send their share prices soaring.

A year ago Strong was reporting pre-tax losses of £825,000. The shares hit 30p. Last November when the company reported it was back in the black, the shares climbed to 77p.

Yesterday Strong reported figures for the six months to the end of last December showing a £1.2m profit pre-tax against the £800,000 loss a year earlier.

Despite telling shareholders that initial orders in the present second half year are encouraging and margins remain good, Strong is reserving any decision on dividend payments until the full year's figures.

MONEY MARKET

The discount houses had a difficult day yesterday. They were faced with a huge shortage which the Bank of England estimated at midday had swollen to about £900m from its initial forecast of about £750m.

The market also had to cope with uncertainty about the level at which bank base rates may settle since the other clearing banks were not following the lead set by Barclays with its mere quarter-point cut on Tuesday.

Many market operators believe the other banks may not make a decision until after the Budget.

In its market operations, the Bank of England established its new level of intervention rates, all a quarter-point down on previous levels.

It bought £472m of bills outright. The balance of the assistance was provided by £395m of purchase and resale agreements.

Houses paid up to 9/4 per cent for fresh money during the morning. By mid-afternoon, funds were being found in places at 9 per cent.

Once the bank was seen to have given ample help, rates fell to closing levels of between 8 and 6 1/2 per cent.

FOREIGN EXCHANGES

Mr Paul Volker's warning on the United States budget deficit prompted a swift change of sentiment on foreign exchange markets yesterday. The dollar staged a strong rally after the Federal Reserve chairman's statement.

The West German currency, which was below 2,520 earlier, ended the day 20 points lower at 2,556.

Sterling too continued to express concern over lower British interest rate trends. It finished 90 points lower against the dollar, at \$1,476. But of greater significance was the slide in the trade-weighted index. Although edging off the bottom at the final calculation of 81.4 (81.6 overnight), the index was at its lowest position since April 11 last year.

MARKET REPORT by Michael Clark

Optimistic signs at Boots

Shares of Boots, the high street chemist, continued to take a beating yesterday losing another 6p to 159p amid growing signs of a split among brokers over future prospects.

Buckmaster & Moore, the broker, has been bullish of the shares recently, but appears to be taking a different view now following lunch with Boots yesterday. "We were the first into the market to sell and will probably be the first into buy," said a spokesman.

Boots price has been left behind by the market and has probably fallen about 10 per cent over the past month, or so, following bearish noises from American brokers over the group's decision to market Ibuprofen in the US.

Buckmaster says the shares are starting to look very reasonable at this level and it will no longer be recommending them as a "sell".

Last week Boots met with the broker Grieson Grant, which came away depressed about profits growth despite a worthwhile Christmas sales period. Grieson Grant got the impression that market estimates of between £158m and £160m for the present year against £125.6m last time had been pitched too high. This has led other brokers to take a closer look at their own forecasts with a view to downgrading.

Attempts at extending Tuesday's record breaking run in the equity market soon ran out of steam as investors awaited moves by the other three high street banks to cut their base rates to fall in line with Barclays at 4 per cent reduction to 8 1/2 per cent. However, the other banks did not appear in any rush to follow Barclays lead.

Barclays added a further 8p to 542p on its move, while National Westminster lost an early lead to close unchanged at 702p after Tuesday's figures. Midland reporting later today also held steady at 402p with Lloyds advancing 2p to 594p ahead of figures tomorrow.

Bank of Scotland improved 3p to 687p and Royal Bank of Scotland 1p to 220p.

Among blue chips ICI tumbled 16p to 576p amid heavy trading of shares on Wall Street where more than 5 million shares changed hands. Salomon Bros managed to place a block of 4 million shares worth £23.04m. BTR also encountered profit taking after Tuesday's strong run on the back of American buying losing 3p to 469p.

Hanson Trust has benefited from being included among the top 30 constituents rising 3p to 187p as over 1 million shares

changed hands. There was also support for the new Hanson Loan 8 per cent 2004-09.

Other movers included Bechem down 8p to 318p, Glaxo 10p to 782p, Hawker Siddeley 6p to 396p, Lucas Industries 3p to 206p, Marks & Spencer 4p to 234p and Vickers 2p to 162p. Unilever also dipped 10p to 945p reflecting recent figures. The FT index closed at its low for the day 6.2 down at 835.4, while the SE-FT lost 8.9 at 1055.6.

Glits failed to hold on to early gains of up to 1/2p prompted by the downward pressure on interest rates and by the close of business prices were barely altered on overnight

levels. Applications for a new "tap" Exchequer 10 per cent 1989 'A' were allotted in full.

Some dealers estimated that only half of the £1,000 being issued by way of tender at a minimum price of 99p had been allocated. The gilt market had been looking for a sell-out in the stock and this may lead to it opening at a small discount when dealings start later today.

The bear squeeze among the life insurance companies seems to have been short lived as prices continued to lose ground. Pearl led the way down with a fall of 17p to 777p followed by Hambro Life 12p to 426p, Sun Life 10p to 587p, Refuge 10p to 406p, Legal & General 10p to 486p and London & Manchester 8p to 485p.

Oil shares were another dull market keeping a close eye on events in America where Texaco has just announced plans for a \$13b merger with Sun Oil of California. Despite the fierce fighting in the Middle East BP shed 10p to 425p, while Shell lost 15p to 631p, Britoil 10p to 238p, Rangoil 10p to 385p, International Petroleum 15p to 795p and Berkeley Exploration 3p to 121p. Atlantic Resources rallied another 20p to 480p after the shakeout earlier this week connected with the hammering of a Dublin firm of stockbrokers.

After failing to pick up any shares in Hallite, the synthetic and plastics group, Robert Mass has now focussed its attention on Cole Group with the purchase of 242,000 shares. Cole Group jumped 10p to 156p, after 16p, yesterday and the market is now talking in terms of a full bid shortly. If not, Mass is expected to increase its holding in the company above the current 8 per cent.

Crosby Woodfield, the springs and pressings group, slipped 2p to 14p after an agreed £2.9m bid from Habit Precision Engineering, which already owns a 38.7 per cent

stake. Habit is offering 27 of its own shares for every 100 in Crosby. Habit lost 5p to 54p.

Mr Stephen Everett, managing director of Australia's Western Australian gold mining company, was in town yesterday soothing troubled brows of the big City institutions which own 12 million of the 50 million shares in issue.

According to Mr Everett Australia has moved back into the black over the past six weeks for the first time and is now producing 200 ounces of high grade gold a week. Australia's recent rights issue proved a flop, but it is now looking for new ventures with Anglo-American and next year is expected to earn pre-tax profits of A\$6m.

Northern Goldsmiths duly confirmed our Tuesday story that it is spending £2m to acquire a chain of five jewellers from H Samuel. The shops are situated in the North of England and the cost is to be financed from Northern's own internal resources.

Kenning Motor, the BL car distributor, hardened 1p to 122p after news the Kuwait Investment Office has increased its stake to 6.49 million shares held under the name of the Securities Management Trust AA. This amounts to 15.39 per cent of the total share capital.

A private company Usborne & Son (London) has bought a further 250,000 shares in Feeder Agricultural Industries, the animal feed group, taking its entire holding to 1.86 million shares, or 13.4 per cent of the total. The shares closed unchanged at 26p.

The Imperial Life of Canada has taken its stake in British Empire Security Trust up to the important threshold level of 29.9 per cent, amounting to about 0.7 million shares. The price held steady at a high of 29p on the news.

Casson has sold a total of 400,000 shares in Bronx Engineering, unchanged at 16p.

COMMODITIES

LONDON COMMODITY PRICES	
Rubber in £25 per metric ton	
Latex, 100% pure	100.00
Latex, 90% pure	95.00
Latex, 80% pure	90.00
Latex, 70% pure	85.00
Latex, 60% pure	80.00
Latex, 50% pure	75.00
Latex, 40% pure	70.00
Latex, 30% pure	65.00
Latex, 20% pure	60.00
Latex, 10% pure	55.00

LONDON METAL EXCHANGE	
Official turnover figures	
Prices in pounds per metric ton	
Copper	215.00
Aluminium	185.00
Lead	165.00
Zinc	155.00
Nickel	145.00
Iron	135.00
Steel	125.00
Gold	115.00
Silver	105.00
Platinum	95.00
Palladium	85.00

LONDON OIL PRICES	
Crude oil in £25 per metric ton	
Brent	100.00
Light	95.00
Heavy	90.00
Very heavy	85.00
Ultra heavy	80.00
Refined oil in £25 per metric ton	
Light	75.00
Heavy	70.00
Very heavy	65.00
Ultra heavy	60.00

LONDON FUEL PRICES	
Coal in £25 per metric ton	
Steam	100.00
Domestic	95.00
Industrial	90.00
Power	85.00
Gas in £25 per metric ton	
Domestic	75.00
Industrial	70.00
Power	65.00

WALL STREET

Dow in early setback

New York (AP-Dow Jones)—Stocks managed to trim the extreme losses shown in early trading yesterday but the list still showed wide declines.

The Dow Jones Industrial average was down 8.27 points at 1144.56 compared with its earlier drop of 12.5 points. Losses were more than 11-to-3 ahead of advances however.

Mr Sidney Dorr, vice-president of block trading at Janney Montgomery Scott, said: "The market defended the 1,140 area nicely but we may see a retesting".

Mr Dorr said: "Yesterday's sloppiness contributed to the weakness this morning as did the Federation chairman, Mr Volcker's comments."

General Motors was down 1 at 67 1/2; General Electric was down 1 at 50 1/2; Monsanto was down 1 at 86; International Business Machines was down 1 1/2 to 107 1/2; Merck up 1/4 to 39 1/2; up 1/4 at 105 1/2; Texaco up 1/4 to 39 1/2.

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Frances Williams looks at predictions for a buoyant economy in the Budget run-up

Britain's recovery stays on course as the forecasters go for growth

Amid the speculation about what the Chancellor has in store next Tuesday there is one Budget secret the Treasury has scarcely bothered to conceal. It is cheerier than ever about Britain's economic prospects this year.

Since November, when the Treasury forecast growth in 1984 of 2.8 per cent, the same as last year, things have been looking up. Consumer spending - not withstanding the setback to retail sales in January - shows little sign of slackening; economic recovery in the US and more recently in Europe is boosting exports while the latest surveys of investment intentions point to a sharp revival of capital spending in manufacturing after three years of steep decline.

Though at one point the Treasury feared it might have to revise upwards its 4.5 per cent inflation forecast for the end of this year, exceptionally good figures in recent months have persuaded it otherwise. And the current balance of payments, far from falling to zero this year, looks likely to record a healthy surplus on the back of earnings from oil and services. Last year's surplus, which the Treasury put at only £500m in November, is now estimated at £2.5 billion.

The one black spot remains the stubbornly high level of unemployment. The unexpec-

WHAT THE FORECASTERS ARE SAYING									
	GDP growth		Inflation		Unemployment		Balance of payments		
	1984	% 1985	1984	% 1985	1984	1985	1984	1985	1985
Treasury (Nov)	2.8	n.a.	4.5*	n.a.	2.85 (a)	2.85 (a)	0	n.a.	
National Institute (Feb)	2.2	1.4	6.8*	7.8*	3.0	3.2	1.4	2.2	
London Business School (Feb)	2.2	2.1	5.8*	5.7*	2.9	2.8	0	1.5	
Cambridge Econometrics (Jan)	2.1	1.4	5.8	5.5	3.4	3.7	2.2	2.4	
Henley Centre (Feb)	2.5	1.7	5.6	6.5	2.83	3.03	-0.25	-0.42	
Oxford Economic Forecasting (Jan)	1.9	1.3	8.0*	6.3*	2.85	3.0	-1.7	-2.1	
Liverpool University (Mar)	3.5	3.0	3.4	2.1	2.8	2.6	2.7	5.2	
City University (Nov)	4.9	3.3	6.8	8.3	2.8	2.4	n.a.	n.a.	
Phillips & Drew (Mar)	3.2	1.4	5.1*	5.4*	2.95	2.94	1.0	-0.3	
Simon & Coates (Mar)	2.4	2.2	5.8*	6.1*	2.93	2.98	1.1	2.1	
James Capel (Mar)	2.6	1.9	4.3*	5.2*	2.99	3.02	0.5	1.0	
Laing & Crickshank (Mar)	3.2	1.0	5.1*	5.9*	2.91	2.98	1.7	-0.1	
Hoare Govett (Mar)	2.6	1.3	7.5*	5.2*	2.94	2.99	2.7	3.1	
CBI (Nov)	2.0	n.a.	5.1*	n.a.	2.9	n.a.	-0.4	n.a.	
OECD (Jan)	2.25	n.a.	6*	n.a.	2.97	n.a.	1.75	n.a.	

(a) Planning assumption, Great Britain only. Growth: average measure except National Institute, Cambridge Econometrics, Henley Centre, Phillips & Drew, Simon & Coates, CBI (output), Liverpool and Hoare Govett (expenditure), City University (unspecified). Inflation: average rise on previous year except year-end change. Unemployment: UK adult average for year but Cambridge Econometrics include school leavers, National Institute and CBI refer to fourth quarters.

has come firmly within the pack.

On inflation, however, views are more mixed. Only three of the 15 forecasters shown in the table, including the Treasury, expect inflation by Christmas to be below today's 5 per cent. The majority expect it to remain in the 5 to 6 per cent range, while the National Institute, City University and Hoare Govett, the stockbrokers, are predicting 7 per cent inflation or more by the end of the year.

Treasury expects 1984 plateau for unemployment total

ted jump of nearly 80,000 in the underlying jobless total in the first two months of the year has dashed hopes that unemployment peaked late in 1983, though the Treasury officially expects the plateau to be reached this year.

The Government's general optimism is increasingly shared by outside forecasters, most of whom have once again revised up their 1984 growth predictions. Virtually all expect the economy to expand by at least 2 per cent this year and some are going for growth of more than 3 per cent (those using the output measure of gross domestic product tend to expect a lower increase than those using the expenditure or average measures). From perching at the top end of the range, the Treasury

The Treasury can shrug off the voices of doubt this year; the tide of events is flowing the Government's way. But can it afford to be so sanguine over the outlook for 1985?

The Budget forecast is likely to show growth continuing well into next year. Yet, with the sole exception of Simon & Coates, all the outside forecasters expect economic expansion to slow significantly with most predicting growth of 1 to 2 per cent. Only three foresee unemployment declining. Only one, Liverpool University, led by Professor Patrick Minford, thinks inflation will go on falling.

The leading indicators which track the course of the business cycle suggest that the recovery will last at least another 12

months. If it does it will rival the 1975-79 upswing as the longest in post-war history, dating from the trough of the recession in May, 1981, though it has also been one of the weakest.

In the normal course of events there would be another slowdown in the economy, and probably an upturn, too, before Mrs Thatcher's second parliament is out. Critics have suggested that Mr Nigel Lawson, the Chancellor, should tighten the reins now to ensure that the economy is recovering nicely by the time of the next election. But Mr Lawson may feel he can go one better.

After the 1929-31 slump national output rose seven years in succession (though the increase was negligible in the first two years when the number of jobless went on climbing). But in the next five years the economy grew by more than 5 per cent a year. The 1979-81 recession was equally severe and the first two years of recovery similarly hesitant, once North Sea oil is removed from the picture. Could five more years of recovery be on the cards?

Postwar upturns have ground to a halt for two reasons: the economy became fully stretched and began to overheat with consequent inflationary pressure; or the balance of payments sank into unmanageable deficit, forcing the Government to dampen demand to keep imports in check.

Few economists expect either constraint to bear on the British

economy in the foreseeable future. According to Mr Gavyn Davies, economist with Simon & Coates, the economy as a whole is running about 7 per cent below capacity, and manufacturing some 13 per cent below. "The UK is nowhere near the levels of capacity utilisation reached in the upswings of the 1960s or even in 1979," Mr Davies says, even allowing for capacity scrapped during the recession.

Meanwhile, oil will continue

The Chancellor's revamped medium-term financial strategy - which will set out tight money and public borrowing targets designed to achieve very low rates of inflation by the time of the next election - is also bound to intensify fears that a fresh squeeze on the economy could come next year.

Yet if growth is much less than the 2.5 per cent a year or so assumed by the strategy, unemployment will rise and so will government spending. The

Present upswing could be longest in post-war history

to support the balance of payments. Only one forecaster, Oxford, is predicting a deficit of any size this year or next. And when oil earnings start to decline after about 1986 most expect some fall in the exchange rate to give the rest of industry a lift.

Nevertheless the recovery is widely predicted to falter next year, not because of these constraints but because demand simply runs out of steam. By 1985, many economists argue, consumers will be grossly overborrowed and unable to sustain the buying spree. The world economy may be slowing as the US struggles to curb its swollen budget deficit - and American interest rates rise, while government spending will be under strict restraint.

planned tax cuts will not materialize.

If on the other hand the economy grows rapidly, the pressures on inflation will strengthen and Mr Lawson's ambitious goal on eventual price stability will lose credibility.

The Treasury believes that growth and lower inflation are perfectly compatible, this year at least - one reason why the Chancellor intends a broadly neutral Budget on balance. Next year, however, the options may not look so simple. Must he stamp on the economy to keep inflation falling - or sustain the recovery to preserve his tax-cut promises?

There will be much reading between the lines next Tuesday for a clue to his intentions.

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NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of March 15, 1971 providing for the above Debentures, said Debentures aggregating \$2,500,000 principal amount have been selected for redemption on March 15, 1984 through operation of the Sinking Fund at the redemption price of 100% of the principal amount thereof, together with accrued interest to said date, as follows:

Outstanding Debentures of \$1,000 each of prefix "M" bearing the distinctive numbers ending in any of the following two digits:

01	05	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90	95
----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----

Also Debentures of \$1,000 each of prefix "M" bearing the following serial numbers:

1	2198	4798	7498	8098	13198	17098	31098	32798	37898
5	2798	4898	7798	8898	16098	19198	32098	34898	

Payment will be made upon presentation and surrender of the above Debentures with coupons due March 15, 1985 and subsequent coupons attached at the main offices of any of the following: Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, New York 10015; Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, London, Paris and Zurich; Credito Romagnolo S.p.A. in Milan and Rome; Bank Mees & Hope N.V. in Amsterdam; and Kredietbank S.A. Luxembourg in Luxembourg. Coupons due March 15, 1984 should be detached and collected in the usual manner.

On and after March 15, 1984 interest shall cease to accrue on the Debentures selected for redemption.

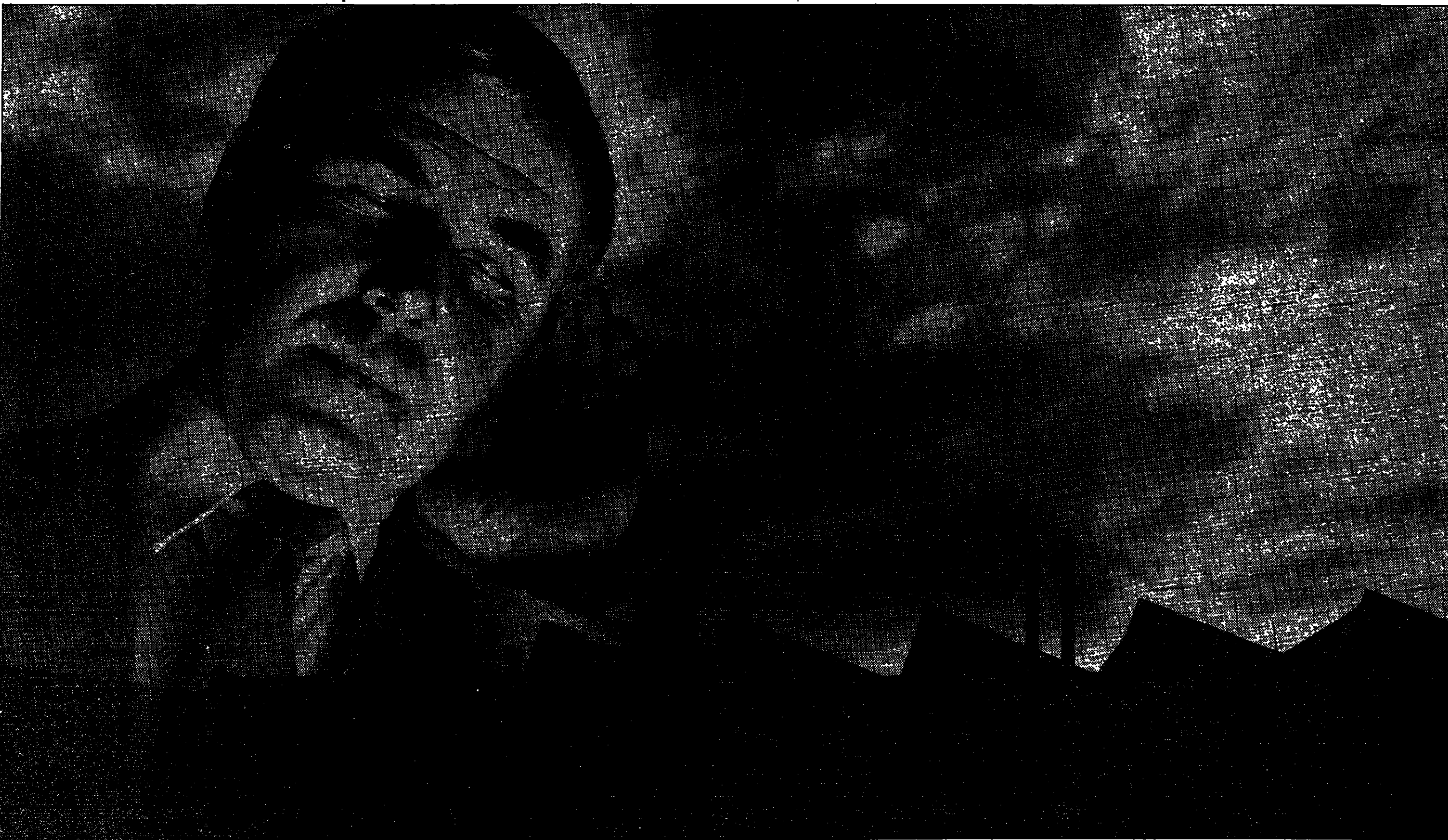
Dated: February 10, 1984

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NOTICE

The following Debentures previously called for redemption have not as yet been presented for payment:

1197	2845	9885	12239	13819	13037	14462	15119	21403	21702	28534	34619	38379	41802	44118
1203	3879	10337	12545	13003	13038	14869	15125	21406	21597	30118	34825	38670	42118	48707
1270	3880	10338	12787	13006	13045	15105	15131	21673	22002	30119	37859	38725	42277	48803
1697	3845	10345	12802	13017	13084	17858	20202	21580	22003	30125	38366	38731	42634	48808
1745	5702	10358	12808	13025	14445	17859	20245	21685	20437	30124	38367	41745	43637	49045
2639	5703	12221	12818	13031	14459	17860	21531	21697	28545	34618	38380	41797	44117	



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Hawker mops up rest of Carlton

By William Kay, City Editor

In a deal worth £17m, Hawker Siddeley yesterday mopped up all but a tiny fraction of the 27.6 per cent it did not previously own in Carlton Industries, the Oldham Batteries company which in turn has big holdings in Invergon Distillers and the Cornish housebuilding company.

Hawker took its stake to 72.4 per cent as a result of a bid in April 1981. But a condition of that deal was that it should not be accepted by London Merchant Securities, the property company which until now has held 26.8 per cent of Carlton. Another 0.8 per cent is held by the public.

At that stage Hawker wanted to conserve cash. But now it is more flush, and has agreed with LMS to pay 220p a share for the outstanding minority, against 170p on the stock market ahead of the deal.

Holders of preference shares will collect 85p each. A spokesman for Hawker said: "LMS approached us to see if we wanted to buy, and we accepted. We do not regard the deal as a move into consumer industries. We are still mainly interested in the battery side."

Hawker, which had its famous aviation division nationalised seven years ago, is now mainly concerned with engineering.

Mr R. F. J. Spier, a director of LMS, said: "The effect of the sale will be to increase the distributable profits of LMS and provide substantial additional liquidity for the group's mainstream activities in property and energy."

"We are rationalizing our activities outside these two areas. We felt our minority position in Carlton was not really leading anywhere."

Dividend at Barlow rises 10%

By Philip Robinson

Barlow Holdings, the former rubber plantations group, turned property and investment trust, yesterday reported a 47 per cent rise in pretax profits and lifted its total dividend by 10 per cent.

Barlow reported a pretax profit of £5.9m, on income of £4.4m, against £4.2m, with the help of a £2m profit on an investment disposal.

Below the line, Barlow shows the profits from the sale of its Barlow Plantations business at £7.2m, against a figure of extraordinary credits of £12m for last year.

As a result, retained profit for the year is £8.5m, against £12.6m, for the 12 months to the end of last December.

Barlow does not mention present prospects, but in the stock market the shares firmed to 85p, after touching 87p during the day.

Suter may take over Francis

By Andrew Cornelius

Suter Electrical, the refrigeration and air-conditioning group, has begun discussions which could lead to a takeover of Francis Industries, the packaging company in which it has a 36 per cent stake.

Francis Industries yesterday confirmed that preliminary discussions have begun in a statement to the Stock Exchange. The board of Francis Industries promised that a further statement would be made as soon as possible.

Mr David Abell, chairman of Suter, and former head of BL's special products and commercial vehicles division, would not comment on intentions.

Last month Suter sold its Prestcold refrigeration business to Copeland Corporation in the United States for £9m. Suter will announce its results for 1983 within the next 10 days with the City expecting the interim turnaround to be continued with pretax profits of £2m for the year, against 1982 losses of £1m.

Suter began building its shareholding in Francis last autumn. Mr Abell indicated then that Francis met all of his criteria in terms of its market capitalization. Suter has also built up a stake in Lake & Elliot, the steel castings group, which is also a company which Mr Abell believes is recovering.

At today's share price, Francis is valued at £13m and Suter is worth £21m. Mr Abell has been involved with Suter since 1978 when he took a 30 per cent stake. He subsequently bought the Prestcold business from BL and then arranged its resale. His declared aim is to build an industrial holdings company based on low technology industries.

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1983/84	High	Low	Company	Price	Chg	%	Yld
BRITISH FUNDS							
100	100.00	100.00	British Fund	100.00	0.00	0.0	0.0
101	101.00	101.00	British Fund	101.00	0.00	0.0	0.0
102	102.00	102.00	British Fund	102.00	0.00	0.0	0.0
103	103.00	103.00	British Fund	103.00	0.00	0.0	0.0
104	104.00	104.00	British Fund	104.00	0.00	0.0	0.0
105	105.00	105.00	British Fund	105.00	0.00	0.0	0.0
106	106.00	106.00	British Fund	106.00	0.00	0.0	0.0
107	107.00	107.00	British Fund	107.00	0.00	0.0	0.0
108	108.00	108.00	British Fund	108.00	0.00	0.0	0.0
109	109.00	109.00	British Fund	109.00	0.00	0.0	0.0
110	110.00	110.00	British Fund	110.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
COMMONWEALTH AND FOREIGN							
120	120.00	120.00	Commonwealth	120.00	0.00	0.0	0.0
121	121.00	121.00	Commonwealth	121.00	0.00	0.0	0.0
122	122.00	122.00	Commonwealth	122.00	0.00	0.0	0.0
123	123.00	123.00	Commonwealth	123.00	0.00	0.0	0.0
124	124.00	124.00	Commonwealth	124.00	0.00	0.0	0.0
125	125.00	125.00	Commonwealth	125.00	0.00	0.0	0.0
126	126.00	126.00	Commonwealth	126.00	0.00	0.0	0.0
127	127.00	127.00	Commonwealth	127.00	0.00	0.0	0.0
128	128.00	128.00	Commonwealth	128.00	0.00	0.0	0.0
129	129.00	129.00	Commonwealth	129.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
LOCAL AUTHORITIES							
130	130.00	130.00	Local Authority	130.00	0.00	0.0	0.0
131	131.00	131.00	Local Authority	131.00	0.00	0.0	0.0
132	132.00	132.00	Local Authority	132.00	0.00	0.0	0.0
133	133.00	133.00	Local Authority	133.00	0.00	0.0	0.0
134	134.00	134.00	Local Authority	134.00	0.00	0.0	0.0
135	135.00	135.00	Local Authority	135.00	0.00	0.0	0.0
136	136.00	136.00	Local Authority	136.00	0.00	0.0	0.0
137	137.00	137.00	Local Authority	137.00	0.00	0.0	0.0
138	138.00	138.00	Local Authority	138.00	0.00	0.0	0.0
139	139.00	139.00	Local Authority	139.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
DOLLAR STOCKS							
140	140.00	140.00	Dollar Stock	140.00	0.00	0.0	0.0
141	141.00	141.00	Dollar Stock	141.00	0.00	0.0	0.0
142	142.00	142.00	Dollar Stock	142.00	0.00	0.0	0.0
143	143.00	143.00	Dollar Stock	143.00	0.00	0.0	0.0
144	144.00	144.00	Dollar Stock	144.00	0.00	0.0	0.0
145	145.00	145.00	Dollar Stock	145.00	0.00	0.0	0.0
146	146.00	146.00	Dollar Stock	146.00	0.00	0.0	0.0
147	147.00	147.00	Dollar Stock	147.00	0.00	0.0	0.0
148	148.00	148.00	Dollar Stock	148.00	0.00	0.0	0.0
149	149.00	149.00	Dollar Stock	149.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
BANKS AND DISCOUNTS							
150	150.00	150.00	Bank	150.00	0.00	0.0	0.0
151	151.00	151.00	Bank	151.00	0.00	0.0	0.0
152	152.00	152.00	Bank	152.00	0.00	0.0	0.0
153	153.00	153.00	Bank	153.00	0.00	0.0	0.0
154	154.00	154.00	Bank	154.00	0.00	0.0	0.0
155	155.00	155.00	Bank	155.00	0.00	0.0	0.0
156	156.00	156.00	Bank	156.00	0.00	0.0	0.0
157	157.00	157.00	Bank	157.00	0.00	0.0	0.0
158	158.00	158.00	Bank	158.00	0.00	0.0	0.0
159	159.00	159.00	Bank	159.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
BREWERS AND DISTILLERS							
160	160.00	160.00	Brewer	160.00	0.00	0.0	0.0
161	161.00	161.00	Brewer	161.00	0.00	0.0	0.0
162	162.00	162.00	Brewer	162.00	0.00	0.0	0.0
163	163.00	163.00	Brewer	163.00	0.00	0.0	0.0
164	164.00	164.00	Brewer	164.00	0.00	0.0	0.0
165	165.00	165.00	Brewer	165.00	0.00	0.0	0.0
166	166.00	166.00	Brewer	166.00	0.00	0.0	0.0
167	167.00	167.00	Brewer	167.00	0.00	0.0	0.0
168	168.00	168.00	Brewer	168.00	0.00	0.0	0.0
169	169.00	169.00	Brewer	169.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
COMMERCIAL AND INDUSTRIAL							
170	170.00	170.00	Commercial	170.00	0.00	0.0	0.0
171	171.00	171.00	Commercial	171.00	0.00	0.0	0.0
172	172.00	172.00	Commercial	172.00	0.00	0.0	0.0
173	173.00	173.00	Commercial	173.00	0.00	0.0	0.0
174	174.00	174.00	Commercial	174.00	0.00	0.0	0.0
175	175.00	175.00	Commercial	175.00	0.00	0.0	0.0
176	176.00	176.00	Commercial	176.00	0.00	0.0	0.0
177	177.00	177.00	Commercial	177.00	0.00	0.0	0.0
178	178.00	178.00	Commercial	178.00	0.00	0.0	0.0
179	179.00	179.00	Commercial	179.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
A - B							
180	180.00	180.00	A - B	180.00	0.00	0.0	0.0
181	181.00	181.00	A - B	181.00	0.00	0.0	0.0
182	182.00	182.00	A - B	182.00	0.00	0.0	0.0
183	183.00	183.00	A - B	183.00	0.00	0.0	0.0
184	184.00	184.00	A - B	184.00	0.00	0.0	0.0
185	185.00	185.00	A - B	185.00	0.00	0.0	0.0
186	186.00	186.00	A - B	186.00	0.00	0.0	0.0
187	187.00	187.00	A - B	187.00	0.00	0.0	0.0
188	188.00	188.00	A - B	188.00	0.00	0.0	0.0
189	189.00	189.00	A - B	189.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
1983/84							
190	190.00	190.00	Company	190.00	0.00	0.0	0.0
191	191.00	191.00	Company	191.00	0.00	0.0	0.0
192	192.00	192.00	Company	192.00	0.00	0.0	0.0
193	193.00	193.00	Company	193.00	0.00	0.0	0.0
194	194.00	194.00	Company	194.00	0.00	0.0	0.0
195	195.00	195.00	Company	195.00	0.00	0.0	0.0
196	196.00	196.00	Company	196.00	0.00	0.0	0.0
197	197.00	197.00	Company	197.00	0.00	0.0	0.0
198	198.00	198.00	Company	198.00	0.00	0.0	0.0
199	199.00	199.00	Company	199.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
1983/84							
200	200.00	200.00	Company	200.00	0.00	0.0	0.0
201	201.00	201.00	Company	201.00	0.00	0.0	0.0
202	202.00	202.00	Company	202.00	0.00	0.0	0.0
203	203.00	203.00	Company	203.00	0.00	0.0	0.0
204	204.00	204.00	Company	204.00	0.00	0.0	0.0
205	205.00	205.00	Company	205.00	0.00	0.0	0.0
206	206.00	206.00	Company	206.00	0.00	0.0	0.0
207	207.00	207.00	Company	207.00	0.00	0.0	0.0
208	208.00	208.00	Company	208.00	0.00	0.0	0.0
209	209.00	209.00	Company	209.00	0.00	0.0	0.0

1983/84	High	Low	Company	Price	Chg	%	Yld
1983/84							
210	210.00	210.00	Company	210.00	0.00	0.0	0.0
211	211.00	211.00	Company	211.00	0.00	0.0	0.0
212	212.00	212.00	Company	212.00	0.00	0.0	0.0
213	213.00	213.00	Company	213.00	0.00	0.0	0.0
214	214.00	214.00	Company	214.00	0.00	0.0	0.0
215	215.00	215.00	Company	215.00	0.00	0.0	0.0
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218	218.00	218.00	Company	218.00	0.00	0.0	0.0
219	219.00	219.00	Company	219.00	0.00	0.0	0.0
220	220.00	220.00	Company	220.00	0.00	0.0	0.0
221	221.00	221.00	Company	221.00	0.00	0.0	0.0
222	222.00	222.00	Company	222.00	0.00	0.0	0.0
223	223.00	223.00	Company	223.00	0.00	0.0	0.0
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229	229.00	229.00	Company	229.00	0.00	0.0	0.0
230	230.00	230.00	Company	230.00	0.00	0.0	0.0
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249	249.00	249.00	Company	249.00	0.00	0.0	0.0
250	250.00	250.00	Company	250.00	0.00	0.0	0.0
251	251.00	251.00	Company	251.00	0.00	0.0	0.0
252	252.00	252.00	Company	252.00	0.00	0.0	0.0
253	253.00	253.00	Company	253.00	0.00	0.0	0.0
254	254.00	254.00	Company	254.00	0.00	0.0	0.0
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256	256.00	256.00	Company	256.00	0.00	0.0	0.0
257	257.00	257.00	Company	257.00	0.00	0.0	0.0
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266	266.00	266.00	Company	266.00	0.00	0.0	0.0
267	267.00	267.00	Company	267.00	0.00	0.0	0.0
268	268.00	268.00	Company	268.00	0.00	0.0	0.0
269	269.00	269.00	Company	269.00	0.00	0.0	0.0
270	270.00	270.00	Company	270.00	0.00	0.0	0.0
271	271.00	271.00	Company	271.00	0.00	0.0	0.0
272	272.00	272.00	Company	272.00	0.00	0.0	0.0
273	273.00	273.00	Company	273.00	0.00	0.0	0.0
274	274.00	274.00	Company	274.00	0.00	0.0	0.0
275	275.00	275.00	Company	275.00	0.00	0.0	0.0
276	276.00	276.00	Company	276.00	0.00	0.0	0.0
277	277.00	277.00	Company	277.00	0.00	0.0	0.0
278	278.00	278.00	Company	278.00	0.00	0.0	0.0
279	279.00	279.00	Company	279.00	0.00	0.0	0.0
280	280.00	280.00	Company	280.00	0.00	0.0	0.0
281	281.00	281.00	Company	281.00	0.00	0.0	0.0
282	282.00	282.00	Company	282.00	0.00	0.0	0.0
283	283.00	283.00	Company	283.00	0.00	0.0	0.0
284	284.00	284.00	Company	284.00	0.00	0.0	0.0
285	285.00	285.00	Company	285.00	0.00	0.0	0.0
286	286.00	286.00	Company	286.00	0.00	0.0	0.0
287	287.00	287.00	Company	287.00	0.00	0.0	0.0
288	288.00	288.00	Company	288.00	0.00	0.0	0.0
289	289.00	289.00	Company	289.00	0.00	0.0	0.0
290	290.00	290.00	Company	290.00	0.00	0.0	0.0
291	291.00	291.00	Company	291.00	0.00	0.0	0.0
292	292.00	292.00	Company	292.00	0.00	0.0	0.0
293	293.00	293.00	Company	293.00	0.00	0.0	0.0
294	294.00	294.00	Company	294.00	0.00	0.0	0.0
295	295.00	295.00	Company	295.00	0.00	0.0	0.0
296	296.00	296.00	Company	296.00	0.00	0.0	0.0
297	297.00	297.00	Company	297.00	0.00	0.0	0.0
298	298.00	298.00	Company	298.00	0.00	0.0	0.0
299	299.00	299.00	Company	299.00	0.00	0.0	0.0
300	300.00	300.00	Company	300.00	0.00	0.0	0.0

APPOINTMENTS

John Brown names deputy chief

John Brown Mr J. Maldwyn Thomas has been made deputy chairman.

Gallagher Tobacco: Mr N. G. Anderson and Mr P. M. Wilson are to become joint managing directors (UK); Mr J. R. Taylor sales and distribution director; Mr G. Henderson production and personnel director; Mr R. W. Holloway lead director and Mr C. W. D. Morgan managing director (overseas).

Midland Bank: Mr G. A. Birkett, director and deputy general manager of Midland Bank Trust Corporation (Jersey), has become general manager in succession to Mr K. B. Ineson, who has retired.

A. J. Gooding Group: Mr Philip Thwaites has become group marketing director.

SeaCo Inc. Mr Chris Jones has been made chief executive of retailing activities, including the Collection Venice Simphon-Orient Express.

Dearden Farrow: Mr Peter Duffell has been appointed managing partner of the London office, a newly created responsibility. Mr Norman Murray continues as managing partner of the national firm.

Grandfield Rork Collins International: Mr Richard Fallowfield has joined the company as director with responsibility for overseas expansion.

Melton: Mr D. L. Farrant has been made director. He will continue to serve the interests of the British Foundry Association, but is succeeded as director of BFA by Mr Norman Gledhill.

Systems Programming Holdings: Dr M. C. Faulkes has become joint managing director of System Programming Holdings and SPL International.

Shiprepairers on way to £15m turnover after privatization

By Edward Townsend, Industrial Correspondent

Tyne Shiprepair, the country's largest repair business, bought last month from British Shipbuilders by eight directors and senior managers, said yesterday it had won contracts worth £3m in its first four weeks as a private company.

Mr Bill Burns, the operation's former finance chief who is now managing director, said he expected the two yards at Wallsend, Tyne and Wear, and South Shields, to have a turnover of at least £15m in the first year and generate a pre-tax, post-interest profit of more than £250,000.

The company has been making losses consistently since nationalization in 1977 and

recorded a trading deficit of £6.1m last year.

Mr Burns said yesterday that free from the government restrictions on British Shipbuilders, his company was able to quote "realistic" prices and he was confident that the company could beat Continental competition on both price and timing.

In the first four weeks, 22 vessels had been booked into the yard, including three tankers for Esso Petroleum. Other bookings have been made by Danish, West German and Russian owners and it is hoped that at least a third of Tyne's turnover will be from exports.

The company is now hoping

to win the contract, up to £15m, to repair Sir Tristram, the Royal Fleet Auxiliary landing ship damaged in the Falklands and now anchored in the Tyne.

The management buy-out of Tyne, which saved the business from closure, has resulted in the 900 workers being reduced to 500, but Mr Burns estimated that the full-time workforce could rise again to more than 750 if orders continued to be won.

The workforce has agreed a no-strikes deal and operates a job flexibility system and has just signed a new annual wage deal worth £7 a week. Under the terms of a profit-sharing scheme devised by the new owners,

permanent employees will share two-thirds of the company's pre-tax earnings in the first year; in subsequent years, profits will be split equally between employees, shareholders and a reserve fund.

● **WILLIAM SOMMERVILLE AND SON:** Industrial Equity Pacific is now either directly or through its subsidiaries interested in 108,000 shares (16.8 per cent).

● **WHIM CREEK CONSOLIDATED:** Based on the 1983 results, Whim Creek of Australia is to pay a maiden dividend of five cents a share. Shareholders will have the option to receive it in cash or shares.

Profits soar by 158% as Phicom cuts costs

By Andrew Cornelius

Phicom, the fast-growing telecommunications and electronics group, yesterday announced a 158 per cent increase in pretax profits last year to £2.1m, against a forecast of £2.1m profits last November, when there was a £3.9m rights issue.

Phicom reported improved performance on all fronts, with profits rising within the telecommunications and life sciences divisions, while losses were halved at the electronic closures division.

Group sales last year rose by 20 per cent to £38.3m, while increased volumes and tight control of overheads helped improve net margins.

More than half of the extraordinary costs of reorganization and rationalization of businesses stemmed from the problems related to the reorganization of the Rank Phicom Video Group.

Group turnover during the year grew from £31.78m to £38.32m, compared with the previous year. Pretax profits at the telecommunications division increased from £2.56m to £3.1m, while profits at the life sciences division rose from £465,000 to £562,000, while the electronic closures division turned round from a loss of £772,000 to a loss of £342,000.

A final dividend of 0.45p is recommended.

Our Price offer 15 times oversubscribed

By Wayne Lintott

The cost of success is not cheap. The Our Price record store chain, whose offer by tender of 1,333,500 shares was oversubscribed 15 times, is paying total costs of £450,000 to raise just under £2m.

Morgan Grenfell, the merchant bank, announced yesterday that the minimum tender price of 150p attracted £74m worth of applications for £2.5m worth of shares. The striking price has been fixed at 215p when the deal is done next Monday. That price capitalizes the company at £14m.

Allocations have been established on the basis of 50 shares for every 800 applied for, 100 shares for 1,800 and 7% per cent for applications of up to 5,000 shares. Applications for up to 100,000 shares will receive 5,000 shares.

Dreamland backs bid

By Jeremy Warner

Dreamland Electrical Appliances has recommended acceptance of a £5.8m shares or cash bid from Valor, the cooker and gas appliances group, though the City had widely expected the takeover attempt to be resisted.

The Dreamland board has told shareholders that the year's profits to the end of this month, are likely to be £150,000 and the trading outlook is improving.

But despite this, the managing director, Mr Christopher Kraushar, said yesterday that the offer from Valor, which recently bought a near 30 per cent stake from Groveview Securities, was the best the company was likely to get.

Valor has been keen to expand its range of domestic appliances into the electricals field. Its bid is worth 25p a share in cash or Valor shares worth about 27p for every Dreamland share.

Some big institutional shareholders might still resist the bid

Octopus faces rebuff in Sharpe takeover approach

By Our City Staff

Octopus Publishing Group has acquired options on a 13.45 per cent stake in the greeting cards group W N Sharpe Holdings and is seeking the recommendation of the company's directors for a bid worth 390p a share or £29m in total.

Octopus announced yesterday that it has acquired undertakings and options from institutional shareholders representing more than 13.45 per cent of the ordinary shares of Sharpe and, subject to certain conditions, might make an offer for the rest at 390p per ordinary share.

Octopus also has the option of acquiring the 13.45 per cent of the ordinary shares of Sharpe and, subject to certain conditions, might make an offer for the rest at 390p per share.



Paul Hamlyn: share option for Octopus

welcome the development. It regarded the price indicated for a bid as "absurd" and would be keeping shareholders closely in touch with developments.

In the meantime, shareholders were being advised to take no action. In the stock market the shares were selling at 460p each.

Last August Sharpe's directors reported a fall in the trading surplus for the first half of its year from £1.97m to £1.4m but expected that profits for the year as a whole would be close to those of 1982.

By contrast, Mr Paul Hamlyn's Octopus Group has announced a rise in pre-tax profits from £1.97m to £2.24m in the first set of results since it went public last April.

Countryside forward sales top record

Countryside Properties' forward sales of new housing, commercial and industrial property development have now topped £20m - the highest level ever achieved by the company.

This was stated at the company's annual meeting yesterday, by Mr Alan Cherry, the chairman. The board expects that the current year will be the fourth successive year of record profits; forecasts indicate that further significant progress will be achieved over this year and next.

But, while the outlook for turnover and profits is most encouraging, the chairman cautioned shareholders not to expect too much from the first half of the present year. This is mainly because of fewer new house sale completions, caused

by delays arising from the decision last year to discontinue using the timber-frame method of construction.

The slow-down during the early months should, however, be more than made good during the second half, with house-building catching up on the delays.

All departments are extremely busy and there is considerable optimism about prospects.

In brief

● **BRAITHWAITE & CO. ENGINEERS** has agreed to buy Engineering Appliances (1978) for a consideration of up to a maximum of £3.2m. Braithwaite's board forecasts profits, before tax and extraordinary items, for the year to

March 31, 1984, will be about £325,000. This does not take into account any contribution from E.A. (1978), which will be consolidated from April 1 next. Board intends to recommend unchanged total dividend of 9.1p net a share for 1983-84.

● **RAND LONDON CORPORATION:** Following the recent merger of Rand London Corp. and Rand London Coal, RL Corp. announces that Newcare CTS has agreed to sell its tools division to Motor and General Supplies for £1.825m (£1m). The move enables the commercial division of Rand London to concentrate its efforts on developing its business in conveyor belting supplies and services.

● **SANTOS** (Australian oil and gas exploration group) Turnover for 1983 jumped by

125.4 per cent to \$A146.94m (£95m). Net operating profit rose by 80.9 per cent to \$A48.68m. Total dividend raised from eight to 12 cents a share.

● **WOODSIDE PETROLEUM** (Australian oil and gas exploration group) Turnover for last year climbed by 122 per cent to \$A29.89m (£19m). Net operating profit up by 169 per cent to \$A3.28m.

● **MEDMINSTER** (Furniture hire and sale, etc.) Half-year to Dec 31, 1983. Figures in £000. Turnover 6,111 (4,861). Pretax profit 179 (147). Interim payment raised from 1.6p to 1.75p net a share.

● **SCOTTISH AND MERCANTILE INVESTMENT:** Half-year to Sept 30, 1983. Pretax profit £229,000 (£239,000). Interim payment unchanged at 2p net a share.

● **J AND J MAKIN PAPER MILLS:** Half-year to Sept. 1983. Figures in £000. Turnover 10,561 (9,051). Pretax profit 536 (359). Interim payment unchanged at 1p net a share.

● **ANTOFAGASTA HOLDINGS:** Results for 1983. Figures in £000. Turnover 14,857 (10,934). Pretax profit 4,495 (2,150). Total dividend raised from 10p to 13p net a share.

● **TOZER KEMSLEY:** Industrial Equity, Australia, states that I.E.P. Securities is the beneficial owner of 4.35 million ordinary shares (8.1 per cent) in Tozer Kemsley and Millbourn.

UBAF BANK LIMITED

Balance Sheet at 31 December 1983

£		£	
Share Capital and Reserves		Current Assets	
Authorised shares of £1 each	31,000,000	Cash, balances at bankers, money at call and short notice	349,769,729
Issued ordinary shares of £1 each	31,000,000	Bills discounted	2,300,840
General reserve	20,000,000	Deposits with banks	287,879,989
Retained profit	116,210	Certificates of deposit purchased	46,326,890
	51,116,210	Loans and advances	81,020,863
Shareholders' Subordinated Loans	18,055,172	Accrued interest receivable and other debtors	25,374,709
Total Shareholders' Funds	69,171,382		792,873,020
Deferred Taxation	6,588,015	Loans and Advances repayable after one year	342,607,563
Current Liabilities		Leased Assets	33,799,999
Current and deposit accounts	1,064,359,625	Investments (unlisted) at lower of cost or market value (directors' valuation)	1,104,854
Certificates of deposit issued	1,379,310	Fixed Assets	325,335
Taxation	136,871		£1,170,510,771
Accrued interest payable and other creditors	26,025,568		
Proposed dividend	2,850,000		
	1,094,751,374		
	£1,170,510,771		

Extracts from the Chairman's Statement

The trading profit for 1983 was £14,037,096 compared with £11,028,444 for the previous year. The sum of £11,250,000 has been added to general reserve. The Board has recommended a dividend of £2,850,000 (10% on the share capital averaged over the year). The paid-up share capital was increased from £26 million to £31 million on 30th June 1983, and a further increase of £5 million is planned for June 1984.

P.O. Box 169, Commercial Union Building, St. Helen's, 1 Undershaft, London EC3P 3HT.

Ubic Nederland B.V. - 50%

SHAREHOLDERS:
Libyan Arab Foreign Bank - 25%

Midland Bank plc - 25%

MEDMINSTER

PUBLIC LIMITED COMPANY
Furniture Hire, Shipping and Freight Agents

INTERIM REPORT

Unaudited results for the six months ended December 31st	1983	1982
	£	£
Turnover	6.11m	4.86m
Profit before Taxation	178,624	146,528
Profit after Taxation	123,624	97,528
Retained Profit	88,624	65,528

* The stability of our furniture hire companies has been accentuated over the last half year because of our comprehensive stock and spread across the country.

* The shipping interests have had a buoyant six months and the trend is continuing.

* An Interim Dividend of 17.7% (16% last year) has been declared.

Barclays Bank Interest Rates.

BASE RATE
Barclays Bank PLC and Barclays Bank International Limited announce that with effect from the close of business on 7th March 1984, their Base Rate was decreased from 9% to 8 3/4% per annum. This new rate also applies to Barclays Bank Trust Company Limited.

RATES FOR SAVERS
Interest paid on Bonus Savings, Payplan Accounts and Ordinary Deposit Accounts remains unchanged.

BARCLAYS

Reg. Office: 54 Lombard St., EC3P 3AH. Reg. No's 48839, 920880 and 1026167.

Commercial Property

Docklands earns enterprise label

It is still early to say with any certainty that enterprise zones, the brainchild of Sir Geoffrey Howe, which came into being in April 1982, are a complete success. But the evidence from London's enterprise zone on the Isle of Dogs suggests that success is well within reach.

Supervised by the London Docklands Development Corporation, it is the best known of the zones, and in the first 18 months of operation the scheme it encouraged the most firms - 54 - followed by the Tyne-side's 53.

In that period, 290 firms, employing a total of 2,569 workers, established themselves in the first eight enterprise zones. The largest number of workers were attracted to Salford/Trafford (531) and Corby (495).

The latest figures from the Isle of Dogs zone show that it has now attracted a great many more. In less than two years after it was founded, it has attracted more than £140m of investment from the private sector.

According to the Corporation, developments, which include Indescon Court, the Enterprise Business Park, the Lanterns, Limehouse Studios, and Northern and Shell, representing in aggregate £35m worth of investment, are either completed or under construction. The recently announced Tarmac Brookgrove Heron Quays development, and the Daily Telegraph printing works, together worth about £110m, are due to start building in the next few weeks.

The LDCC has so far spent £14.5m in providing roads, drainage and main services. More than 440 construction-related jobs have been created, as well as 1,000 permanent jobs, and a further 350 at the Asda superstore just outside the zone.

Sir Geoffrey first floated the idea of enterprise zones - which offer to businesses financial concessions such as exemption from rates - during a visit to London Docklands. As Chancellor of the Exchequer he supervised their creation, and the Isle of Dogs was one of the first. It came into being in April 1982 and was designated to run until April 1992. It comprises 492 acres including 120 acres of enclosed water in the East India, West India and Millwall Docks in the London borough Tower Hamlets and a small spur reaching into Newham.

With its waterscape environment and proximity to the City - less than three miles from the Bank of England - it has considerable advantages compared with the other zones.

It is also at the heart of 8 sq miles of London Dockland which the LDCC is responsible for regenerating, and therefore benefits not just from the enterprise zone fiscal advantages but from the creation of a new thriving region around it.

Not the least significant development is the establishment by Mercury Communications of an earth satellite station and by British Telecom of a high capacity fibre optic link. This will provide access to the best telecommunications

facilities, ranging from electronic mail to video conferencing.

The first phase of the Docklands Light Railway, an ultra-modern light rapid-transit system, is expected to be operational in late 1986. It will run, with stations at frequent intervals, between the Isle of Dogs and the City.

Business units of all sizes are available at rents ranging from £3.50-£5 a sq ft for industrial space, and about £8.50 a sq ft for offices. Land values for large development sites are about £150,000 a sq ft, while industrial units and £350,000 for commercial.

The Corporation is now working on proposals for a 1 million sq ft leisure and recreational scheme, at the north-east corner of the zone, which, it is hoped, will become a big tourist attraction.

Other enterprise zones, too, are making progress. In north-west Kent, Fisher Controls have bought three adjacent industrial properties totalling about 200,000 sq ft of accommodation on a 10-acre site.

The company will transfer their valve and field-mounted instrumentation division to this factory and close plants at Rochester and Cowdenham. It is expected that about 700 people will be employed at the works, which will have 35,000 sq ft of new office building added.

A specialist funding package was arranged, using the tax incentives available by way of capital allowances to enterprise zone investors. Savills advised Baccok International in the sale of a modern 87,000 sq ft factory for about £900,000. Joint agents Jones Land Wootton and Posh and Cohn advised British Siskitank on the disposal of the other 110,000 sq ft of older industrial accommodation, and Norman, Rourke and Partners acted for Fisher Controls.

Enterprise zones are one form of magnet to industry and commerce. The motorway system, bringing quick communications, is another. Samuel Ryder House, in St Albans, a new office development by Speyhawk Land and Estates Ltd in conjunction with Barclaytrust, is to be let, through Savills, Pesks and Co and Henry Butcher and Co.

The building, which derives its name from the founder of the Ryder Cup, is adjacent to the Ryder Golf Club where the first links with the cup were forged, provides 20,620 sq ft of luxurious offices on ground and two upper floors. The agents say that the site provides for the only suitable office head quarters at present available in St Albans, and that its location provides rapid access to the M1, A1(M), M11 and the M25 and Heathrow in the near future.

St Albans is expanding as a commercial centre, largely because of its closeness to the M25 and surrounding motorway network. There is, consequently, a strong demand for high quality office accommodation in the area, for which the agents expect to receive an initial rent of £200,000 a year.

Legal

Appointments

are featured

every

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Two adjacent resort Casino/Hotels on Palm Beach, Aruba - now known as the Aruba Caribbean and the Aruba Palm Beach. Can be bought separately or together. Each is in continuous operation, with 200 rooms, plus enough included land to double the capacity (or more). Each has banquet facilities, dining rooms, meeting rooms, night club, swimming pool, tennis courts and other typical resort hotel amenities, along with more than 550 linear feet of beach frontage. Close to other hotels, shopping, and all the attractions that have made Aruba one of the most popular Caribbean tourist destinations.

Price: \$8,000,000 each

For more information, write:

sun development co. Dept. LT-1 P.O. Box 227 Aruba, Netherlands Antilles

SUN development co.

La crème de la crème

SENIOR SECRETARY

Managing Director

Insurance Brokers - London Bridge

We are one of the largest commercial brokers in the UK. Our Managing Director seeks an experienced and accomplished secretary to take on a demanding position of considerable responsibility and prestige. An essential part of your daily work will be liaising with management and staff at all levels, and using your initiative to hold the fort in the Managing Director's absence. Aged 25-35, well-educated and smart, you must have had 2 years experience at a senior level. Reliable, able to work under pressure and an efficient organiser, you will also need a sense of humour and a lively personality. Obviously secretarial skills including shorthand, must be impeccable and ideally you'll be a typewriter. We offer a generous salary and your own office. For more information ring Jackie Baker on 01-623 4631 ext. 3304 or alternatively write to her for a senior application form at Leslie & Godwin Ltd., Dunster House, Mark Lane, London EC3P 3AD.

Leslie & Godwin (U.K.) Ltd.

LEGAL SECRETARY

Entertainment Law

Polygram Video require an experienced Legal Secretary to assist the Head of Legal and Business Affairs with administrative and secretarial work associated with Entertainment Law. The duties will include licensee production and artists agreements, and obtaining copyright clearances for feature film and music video. Excellent shorthand and audio skills are required, and word processing would be an advantage. An attractive salary and benefits are offered including 5 weeks holiday, Luncheon Vouchers and a Christmas bonus. Please send full details to: Sally Ivi, Personnel Officer, Polygram Video, 1 Rockley Road, London, W14. Telephone 01 743 9111.

PolyGram Video

Secretary

To work with the Marketing Director of Daks, Daks Simpson at the Simpson Group Head Offices in Jermyn Street, SW1. The work is interesting and varied. You should have good secretarial skills (shorthand essential) and be able to work under pressure. You will have at least 5 years experience, preferably in a commercial environment and some experience of working with personal computers would be an advantage. Languages, French, German and Italian useful but not essential. The conditions of employment are excellent. Please write with details of experience and education to The Personnel Executive (London), 34 Jermyn Street, SW1.

International Appointments

MANAGEMENT POSITIONS IN TRAVEL AND SHIPPING

The World Bank is a leading international institution in the field of economic development and employs a large multi-national staff. If you are an enterprising, creative senior executive who thoroughly understands travel and shipping operations and is able to produce results through people in a participative, results-oriented environment, then the World Bank needs your services. Two management positions are available in the Bank's Travel and Shipping Division which is responsible for moving people and goods around the world with a total annual budget of \$90 million. The positions are based in Washington, D.C. and are regular and permanent appointments with competitive compensation. The more senior position leads the Division and is accountable for high quality, cost effective service and operations. The second leads the Travel Section under the general guidance of the senior manager and is accountable for the management of all aspects of the staff travel and accommodation. Requirements: University degree in Business Administration, or equivalent, in-depth knowledge and extensive managerial experience in the travel industry and a good background knowledge of the shipping industry, and a thorough understanding of the regulations of regulatory agencies such as IATA, ICAO, CAA, etc. Please send a detailed curriculum vitae, quoting reference number 44-UKG-0001.

The World Bank
Staffing and Planning Division
4818 H Street, N.W.
Washington, D.C. 20433
U.S.A.



We are an international organization owned by major banks throughout the world. We are operating a computer-based worldwide system for processing financial transactions between member banks. Our headquarters are located in Brussels (Belgium) and we have 3 computer centres, one in Brussels, one in the Netherlands and one in the U.S.A.

At our London office, we have presently an opening for a

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The position will involve:

- working in close contact with S.W.I.F.T. member banks at all management levels
- a good knowledge of foreign exchange banking practices
- a sound knowledge of internal banking operations and routines
- a basic knowledge of communications terminals and in particular their practical application
- some travel in Europe

The candidate should have:

- an ability to work independently
- some years of experience in the banking industry
- freedom to travel

We offer:

- the possibility to make career in a growing international organization
- good remuneration and benefits programs
- excellent working conditions

If you believe your qualifications match these requirements, please send your written application, detailed curriculum vitae and photo to: S.W.I.F.T. s.c. - Personnel Department - World Trade Center - Tower 1 - Box E, Jacquart, 162-8te 18 - 1000 Brussels - Belgium.

SECRETARY PA to the JOINT MANAGING DIRECTOR

We are looking for a mature and experienced Secretary PA to work for the Joint Managing Director. As well as the usual secretarial qualifications, skills, and initiative, we need someone who is extremely efficient, unflappable, and has the ability to organize. Experience in communications would be a definite advantage. We offer a competitive salary, plus benefits which include five weeks holiday in the first year (not weeks thereafter). If you feel that you would be suited to this position please telephone or write giving full details of your career to:

My Mrs. Atkinson
Personnel Manager
The Observer
8 St. Andrews Hill
London EC4V 5JA
01-236 6282 Ext 2223

THE OBSERVER

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SECRETARY

An intelligent person is required to work with the Director of Management Services in a successful Publishing Group in the City. The department is actively involved in various Computer Projects. Word processing training will be given, but good shorthand and typing skills are required. In return we offer a good salary, 4 weeks holiday (rising to 5 weeks after a year) and other benefits associated with a large international company. If you are interested, please apply in writing with full CV and daytime telephone number to:



Mrs Susan Howard
Personnel Department
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Elm House,
10 Elm Street,
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01-278 2345

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The UK subsidiary of this prestigious company will appoint an experienced person to support a group of specialist salesmen within their chemicals division. As the first between headquarters in Germany and the field force you will need a good command of German and the ability to work on your own initiative. You should have first class administration and typing skills and drive on hard work and responsibility. A good salary will be negotiated. The terms are excellent and include free housing. The facilities are first class. Please call me:

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Clark Rich Associates Limited
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SECRETARY/PA

Experienced Sec/PA required for Chairman/MD of Building Contractors in SW1. Ability to organize, model functions. Good appearance, clean driving licence, non-smoker, aged 35/45, speeds 100/60. Salary £27,500, company car, profit sharing, good holidays. CVs to Christine Parkinson, 239 Vauxhall Bridge Rd., London SW1, with daytime telephone number.

SPANISH

Experienced Secretary required to assist a lawyer and help run small law office in Madrid. We are looking for someone with excellent Spanish (which will be used a lot, usually impeccable English, fast typing and other experience. Shorthand is not vital. This is a very involved post, where you are expected to take as much responsibility as possible. There is plenty of contact with clients and the work is varied. Salary is in the region of £7,500.

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P.A./SECRETARY

A fun and media communications company in Kingston seeks self-motivated well educated person to be part of a small team. You will need good shorthand and typing but your ability to work independently is equally important. If you have an outgoing personality, are energetic and like to work with dynamic people in a busy environment, this is for you. Salary £3,500.

01-886 1611
Senior Secretaries

BLOOMSBURY HEALTH AUTHORITY

University College Hospital

SECRETARY / PERSONAL ASSISTANT

£8,712-£8,446pa inclusive of London Weighting

This post is based in the busy General Administrative Office of this large Central London Teaching Hospital.

The postholder will undertake secretarial duties for the Hospital Administrator and use their administrative and organisational abilities to ensure the efficient running of the general office, which deals with enquiries from patients, public and staff from all departments both by telephone and personal callers.

The successful candidate must possess a cheerful personality, be able to work on their own initiative and have an ability to communicate with staff at all levels.

High level secretarial skills are required. For informal discussion, please contact Mrs M McCullough, present postholder, or Miss P Frost, Hospital Administrator, on 01 387 9300, ext 9. For application form and job description please contact the Personnel Department, University College Hospital, Gower Street, London WC1 6AU, or telephone 01 387 2374 (24 hour service) quoting reference PL37.

Closing date: 21 March 1984.

Philip Morris Limited, whose products include Marlboro, the International Brand Leader, Ruffles and other brands, wish to appoint:

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Reporting to our Director - Admin/Personnel. The successful applicant will be involved in a wide range of activities, namely personnel, pensions, trade marks, property, office services etc. The ideal candidate should be educated to 'A' level standard have experience in Administration and/or personnel, be numerate, flexible, adaptable and have the ability to make quick positive & practical decisions. Good shorthand/typing & W.P. skills essential (100/70). Attractive salary and fringe benefits normally associated with a Major International Group are offered.

To obtain an application form please contact:
Elaine Miller, Philip Morris Ltd, Philip Morris House,
21 High Street, Feltham, Middx. Tel: 01-751 6386

£8,200 pa

City Solicitors require an experienced Secretary (24+) to join a small team including 2 Senior Partners within their company and commercial department. Good speeds (min 55 wpm), accurate typing and attention to detail are essential. The post requires initiative, organisational ability, friendly disposition and a sense of humour coupled with a good educational (min 5 'O' levels) background. In return we offer a good working environment, up to date equipment (RX 580 Typewriter), 1/2 yearly salary reviews, 21 1/2 days holiday pa, plus 5/71 loan scheme. In the first instance telephone Myrie Ruffles on 01-828 9151.

NG&J

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Unique & exciting career opportunity offered for versatile conscientious office manager for prestigious City offices of American Finance Company. Efficiency, attention to detail & ability to work as part of small team essential, combined with good educational background secretarial & supervisory skills, progressive position as team leader £20,000 pa to start; achievement rewarded. Written application only with CV to:

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Requires P.A. Secretary at £10,000 p.a. St. James's Park. Managing Director of large group requires first class P.A./Secretary at prestige headquarters offices. Pleasant personality, dedication, initiative and a high level of ability are prerequisites to this important position. Driving licence an advantage. Excellent references required. C.V. in strict confidence to: BOX 2408 H The Times

Secretary/PA

Director in City Loss Adjusters requires an experienced capable Shorthand Secretary with some audio. Good shorthand and impeccable typing skills are a prerequisite, together with administrative ability. Good salary & LV's. Applications accompanied by CV should be sent to: Mrs A. Morrice, Robins Davies & Little Ltd, Davies House, 1-3 Sun St, London EC2A 2BT.

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Top PA to Director/Commissioner. North London. 100/60 £8,000+. Audio Legal EEC/Co. Law City £8,300. Publishing/Arts Director level 100/60 £6,400. Shipping Company W6 £6,000+.

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Recruitment
629 6132

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£8,500 P.A.

A unique opportunity to use your initiative and organising ability in assisting the Chairman of our group, situated on the South Bank. The successful applicant will be expected to deal directly with clients, supervise staff and possess good secretarial skills. Age 27-40. Please reply to: L.H.C. BOTES, G.E.S. HOLDINGS 37-39 Great Guildford Street, SE1 7PJ.

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£8,000

Ad Agency requires SH/Sec PA to help co-ordinate international new business. Involvement, initiative and enthusiasm essential. Ring for a chat about other interesting advertising vacancies. Adland Plus, 31 Peto St, London W1. Tel: 694 2116.

PRIVATE SECRETARY

Civil & Public Services Assoc

This Trade Union Headquarters has a vacancy for a Private Secretary at its offices in Batham and Wandsworth Common. Excellent secretarial skills required (50/120 w.p.m.) Minute taking experience desirable. Salary £7,384 p.a. rising to £8,275 p.a. 24 days holiday and flexible working hours.

For further details
Ring Jane McIntosh
on 672 1299 ext 284.

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Carlier Ltd seeks an efficient manager for its expanding service department at the West End of London. The successful candidate will be responsible for an individual who has experience in the motor trade & a proven track record in customer care. Having both an excellent customer care and an excellent customer care. Attraction: salary package, BUPA and social fringe benefits. Please send your detailed C.V. to: Carlier Ltd, Sales Director, 177-179 New Bond St, London W1.

TRAVELLING SECRETARY/PA

required immediately for Chairman of International Company based in London and Northern Austria. £3,500 p.m. for excellent candidate. CV's and references to Box No 2295H The Times for review before interview to be held in next fortnight. Unique position for right applicant. Must be very self composed and able to manage business and social functions with grace and efficiency.

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CIRCA £12,000

Due to expansion W1 Recruitment Consultancy is looking for a self motivated highly professional interviewer with at least 3 years' agency experience, for a consultant with a proven track record and management potential the career prospect would be excellent. Tel: Mrs Zarak 486-6851 Even 283-6445.

£8,500

PA/SEC mid 20's (100/50), working for 2 young men in excellent Merchant Bank WC2. Superb working conditions and benefits. AS7 8476 or 734 3788 133 Oxford St. Rec Cons. Miller/McNish

Bring your executive-level skills to a new level of interest

As Executive Secretary to the Group Director of Marketing and Services of International Products Limited, a Feltham-based subsidiary of IBM United Kingdom Limited, be prepared for a demanding, stimulating role - working much of the time on your own initiative.

As well as providing full support to the Group Director, you will also become involved in assisting his management team, and in liaising directly with customers and senior executives from other IBM companies.

In return for your tact, diplomacy and proven ability to work with minimal direction at a senior level, we would expect to pay you a salary of around £10,000 together with a wide range of benefits which include free life assurance, a contributory pension scheme and BUPA membership.

Please write enclosing a full c.v. to Katy Baker, IBM United Kingdom Limited, 42 The Centre, Highfield Road, Feltham, Middlesex TW13 4AU, quoting reference T/8050

- 15,000 jobs in over 40 UK locations
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Secretary To Company Lawyer

Dow is one of the world's leading manufacturers of chemicals and plastics, with UK Head Offices at Cranford, near Hounslow.

The recent appointment of Company Lawyer for the UK operation means we are now looking for an experienced Secretary to provide him with a full and efficient secretarial service and to provide some occasional support for the Company Treasurer.

This is a new position where the need is for excellent shorthand and typing plus the maturity and interpersonal skills to liaise confidently at senior management level. Of equal importance is the organisational and administrative flair to cope with the demands of a busy office and the ability to work on your own initiative. Probably in your mid 20s, some previous experience in a legal environment would be a distinct advantage.

In return we offer an excellent salary and the normal range of benefits associated with a major international organisation. Please write with full details of career to date to: Diana Helmer, Dow Chemical Co. (UK) Ltd., Meadowbank, Bath Road, Hounslow, Middlesex TW5 9QY.



Trade mark of The Dow Chemical Company

Secretary/PA-Personnel

c.£8,500 + banking benefits including free season ticket

Our client, a major International Investment Bank, is looking for a Secretary/Assistant to join their small team of 3 people looking after 300 plus staff.

The requirement is for an intelligent, competent individual with good secretarial skills and who is prepared to become involved in other aspects of personnel administration. Education to at least 'A' level standard is considered essential as is a cheerful, calm disposition to handle the many problems that arise in this busy institution. Preferred age range is 22-32 years.

Applications should be made with a full c.v. to: Jill Wilson, Ref: 657 Riley Advertising (Southern) Limited, Old Court House, Old Court Place, Kensington, London W8 4PD.

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INTERNATIONAL OIL BUSINESS

ERICO RESEARCH LABORATORIES LTD

A busy firm of consulting petroleum geologists require an experienced and capable secretary to work with a group of geoscientists in the company's Roehampton offices. Duties will include general secretarial work (correspondence, filing, contracts etc.), production of major technical reports and data processing. It is essential that applicants have word processing experience, preferably on Wytec equipment. There will also be opportunities to become involved with the company's new VAX computer facilities. Salary range £8500 - £9000. Please write to Marilyn Law

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Public Appointments

HOSPITAL OF ST. JOHN & ST. ELIZABETH
60, Grove End Road
St. John's Wood, London NW8 9NH
(Under the care of the Sisters of Mercy and managed by Allied Medical Group)

APPEAL MANAGER

This independent London Hospital requires an Appeal Manager. The Hospital is a Registered Charity. You will be required to maintain contact with existing benefactors and to seek new ones, to initiate fund raising activities generally and to supervise records. Experience of fund raising is desirable but not essential. Secretarial assistance will be provided. Salary, subject to negotiation, will be competitive. Further information and application form are available from the Hospital Secretary, Hospital of St. John & St. Elizabeth, 60 Grove End Road, London NW8. Tel: 01-286 5126. Closing date 22 March 1984.

HOSPITAL OF ST. JOHN & ST. ELIZABETH

UNDER THE CARE OF THE SISTERS OF MERCY AND MANAGED BY ALLIED MEDICAL GROUP

CHIEF EXECUTIVE

£21,000 + and allowances

If you have a proven record of achievement and leadership at top level, you are invited to apply for the above post, which will become vacant on 1st September, 1984 due to the forthcoming retirement of Mr. H. V. Hill.

The successful man or woman will be head of the Council's paid service and leader of the Management Team and will be responsible for ensuring that there is a co-ordinated approach to the work of the Authority which is situated in a growth area of North-East Hampshire.

Applicants, of any discipline, should have extensive experience in management and be capable of providing leadership to both Officers and Members.

The Council operates a scheme of re-location expenses.

Applicants should write for an application form to: Mr. P. M. Martin, Personnel Officer, Council Offices, Fleet, Hants. GU13 8AE, or telephone him on Fleet 22122, ext 205.

Closing date: 30th March, 1984.

Interviews will be held during the week commencing 16th April, 1984.

DISTRICT COUNCIL

Hart

ASSOCIATION OF UNIVERSITY TEACHERS

Assistant General Secretary

The AUT is a trade union and professional association with 32,000 members representing academic, research, senior administrative and library staff in universities in the United Kingdom and is affiliated to the Trades Union Congress.

Applications are invited for a fourth Assistant General Secretary post in our Headquarters office in Hadding Hill Gate. The work involves the co-ordination of the Association's administrative and financial functions, the provision of professional and organisational advice and maintaining contact with local groups of the Association's members in United Kingdom universities, and the conduct of negotiations with certain bodies. Experience in the field of higher education and/or a professional trade union would be an advantage.

Salary £10,710-£16,926 according to age and experience plus London Allowance of £1,185 p.a. Removal expenses, where applicable, will be met.

Applications should be received by Monday 2nd April 1984.

Further details from General Secretary (AGS), Association of University Teachers, United House, 1 Pembroke Road, London W11 3JH. Tel: 01-221 4370.

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Worthwhile job for mature person interested in welfare of elderly people, to join busy team running 11 homes for elderly professional people in the South of England. Some medical or social work experience advantage. Owner Driver.

Apply The General Secretary
FRIENDS OF THE ELDERLY
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Appear
Each
Thursday

For further
Information
Please telephone

Stanley L. Marek
on 01-278 9162



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NURSING OFFICER (Part-time) with some commercial experience for a leading, successful, company. Job involves sales, writing, and general administration. Salary £20,000-£25,000. Please send CV to: Mrs. Margaret Jones, 17 Stratford Street, London W1.

EXPERIENCED ASSISTANT (Part-time) for a leading, successful, company. Job involves sales, writing, and general administration. Salary £20,000-£25,000. Please send CV to: Mrs. Margaret Jones, 17 Stratford Street, London W1.

QUALITY (Part-time) for a leading, successful, company. Job involves sales, writing, and general administration. Salary £20,000-£25,000. Please send CV to: Mrs. Margaret Jones, 17 Stratford Street, London W1.

SUPER SECRETARIES

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Need bright young person with drive to progress and get involved in the business. Job with definite prospects. 937 3408

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£3000-£9000
OIL GROUP
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637-9922

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With audio, for Jeremy Street. Salary £20,000-£25,000. Please contact: Tel Anne Cawthell, 930 5061.

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Bright and enthusiastic young secretary needed to provide support to the organisation of seminars and conferences. You should be well educated with an A-level or 100/60. Salary £27,000 + super benefits & 10% bonus. Please ring 888 3535 or write to: ECA, 100/60, 100/60, 100/60.

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ADMIN ASSISTANT with sec. training

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SALES AND MARKETING APPOINTMENTS

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Sales and Marketing Appointments

NUCLEUS CONSULTANTS LTD

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Dynamic, fast growing, International Telecommunications Company is looking for a first class motivator to lead a very professional PABX team. Excellent package with usual benefits. Career prospects for right person. Ref 02/01.

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Telephone (0602) 470353

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£14,000 + Bonus + Car

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You will be self-motivated, with a proven track record of selling computer services and software products. A broadly based knowledge of major hardware and software systems will be an advantage.

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Interviews will be held in London.

Please send full career details to:
The Personnel Manager, (c/o Mr. D. Shaw),
The National Computing Centre Limited,
11 New Fetter Lane, London EC4A 1PU.
(or telephone 01 353 4875 for an application form or information).

NCC

The National Computing Centre

MARKETING & DIRECT MAIL ADMINISTRATOR

A lively, enthusiastic person is required to administer our direct response programmes. This responsible position requires marketing and/or direct mail experience together with secretarial abilities, a high level of initiative and the ability to communicate at all levels. For more information contact Stella Konarski on 231 8171.

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Tel: 01-583 9199 Ext 379

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The overall remuneration will include a substantial five figure salary, company car, generous bonus opportunity and other attractive benefits

Star Executives Limited has been retained to advise on the above appointments.

Our clients are a major national multiple retail fashion company. Due to internal re-organisation and expansion within their central buying and merchandising departments they now wish to make the above appointments.

Working jointly with a Buyer, responsibility is to a Buying and Merchandising Controller for a given product area. The main accountabilities include the achievement of targets for sales, margin, stock turn and distribution, and the management of a merchandising team.

The Merchandiser position is demanding, challenging and very systems-oriented. Therefore candidates must have achieved success at a senior merchandising level within an established multiple retail group. A sound academic background is important and candidates, male or female, will ideally be aged 25/32. Prospects are excellent. Please contact, in absolute confidence, Craig Vidler, Joint Managing Director, Star Executives Limited, 184-188 Oxford Street, London W1N 8AJ (entrance 28/30 Market Place), 01-680 0843.

EXECUTIVE MANAGEMENT RECRUITMENT

SEL

Cable Programmes

Salary negotiable London Central

Our clients form part of an international company with worldwide interests and are likely to emerge as a major force in cable programming in Europe. They are currently establishing film, music, childrens and tele-software channels and the marketing support for these activities. At this critical stage in the development of cable television they offer the following exciting opportunities to candidates who have strong positive convictions about the cable industry.

International Sales Co-ordinator

Responsibility for sales of the music channel to European operators by satellite. Applicants should have degree-level qualifications and a minimum of two years business experience, preferably in international sales or commercial aspects of communication or leisure. Negotiations with cable operators in any European country is an important feature of this role. Fluency or the ability to become fluent in foreign languages will be essential and the person appointed will be required to travel for a considerable proportion of his/her time (Ref. 6690).

Advertising Sales Manager

To lead the selling of advertising air time on the Company's channels and to attract financial sponsorship for European transmission. Applicants should be successful Sales Managers with a track record in the sharp end selling of television air time or alternatively, selling in the consumer product or leisure industries. (Ref. 6691).

Salaries for both of these positions will be competitive and an excellent benefits package is available. Please send detailed CV to Brian G. Luxton quoting the appropriate reference number.

Mervyn Hughes
Alexandre Tk
(International) Ltd.
Management Recruitment Consultants



37 Golden Square,
London W1R 4AN.
Tel: 01-434 4091.

WE MAKE THE WORLD'S FINEST PHOTOCOPIERS. WE NEED VERY SPECIAL PEOPLE TO SELL THEM.

We've earned an enviable reputation throughout the world for producing a range of technologically advanced plan paper copiers. For instance, our EP 450Z and EP 650Z Zoom copiers are the first of their kind to come onto the market. To help further our considerable and rapidly growing success, we are looking for sales staff to work with our Authorised Dealers. We are looking for people with drive and commitment. Knowledge of the business equipment market would be an advantage but experienced sales people from other areas of selling would also be welcome. The people that successfully fill our vacancies will enjoy working in a friendly environment in their local area, backed by our multi-national support. Salaries and benefits will, naturally, be commensurate to the exciting positions we offer. Vacancies exist in many areas, and if you think you're the special sort of person we are looking for please phone for an application to: Jackie Pullen at Minolta (UK) Limited on (0908) 615141.



Banking and Accountancy Appointments

Retail Management

Senior Finance-Based Opportunities

Qualified Accountants/Business Graduates c£18,500

Our client, Marks & Spencer Plc, needs no introduction. Continuing growth has created outstanding career opportunities for professionals to be vitally involved in the Administration Management of their 260+ stores throughout the UK and Buying & Service Groups in Head Office. The roles, primarily, of a non-accounting nature, offer real scope to contribute on a broad base to the management of this sophisticated retailing organisation. This includes the supervision of internal control teams, monitoring administrative efficiency, developing recommendations for improvements in a wide range of systems, administration and financial procedures and the training and motivation of staff. Candidates, ideally aged 27-35, will be qualified accountants, business graduates or financially skilled managers with demonstrable success to date in enlightened major groups not necessarily in retailing. They must possess strong personal qualities, business flair, integrity and the ability to win respect from all levels of staff. Initially, the appointment will be in a store close to the candidate's home with further development at Head Office. After this period, home relocation may be required. There will be considerable travel and mobility is important. The salary reflects the importance of these positions and promotional prospects are excellent. Company benefits are particularly attractive and include a company car and profit sharing after a qualifying period. Candidates should apply in confidence, detailing career progression and salary and quoting reference 2086 to Corporate Resourcing Group Limited, 6 Westminster Palace Gardens, Artillery Row, London SW1P 1RL. Telephone 01-222 5555.

Corporate Resourcing Group

Management Consultants. Executive Search

Part of Berndtson International

BRUSSELS · COPENHAGEN · FRANKFURT · GENEVA · LONDON · MADRID · NEW YORK · PARIS

501 من الأصل

General Appointments

ARE YOU A 24-CARAT SALES EXECUTIVE?

Anticipating a sustained up-turn in the U.K. Whisky market and showing their continued confidence in J & B Rare Scotch Whisky, LDV (U.K.) Ltd is blazing a trail with an entirely new 'super premium' market sector. This strategy is supported by a strong "24-carat Scotch" Trade and consumer advertising and promotional campaign.

As a result of this commitment by the company, we have created the appointment:

Regional Sales Executive Scotland Negotiable Salary + Car

To fulfil this 'J & B Rare' Super premium trail blazing role you will need significant Whisky sales experience, and will have the personality, presence and style, plus all-round business skills, to operate at a senior level.

You will be required to select and nurture carefully selected quality accounts such as Golf Clubs, Sports Clubs, Quality Bars, specialist off-licences, quality pubs/clubs and will be supported by consumer sponsorships and trade incentives.

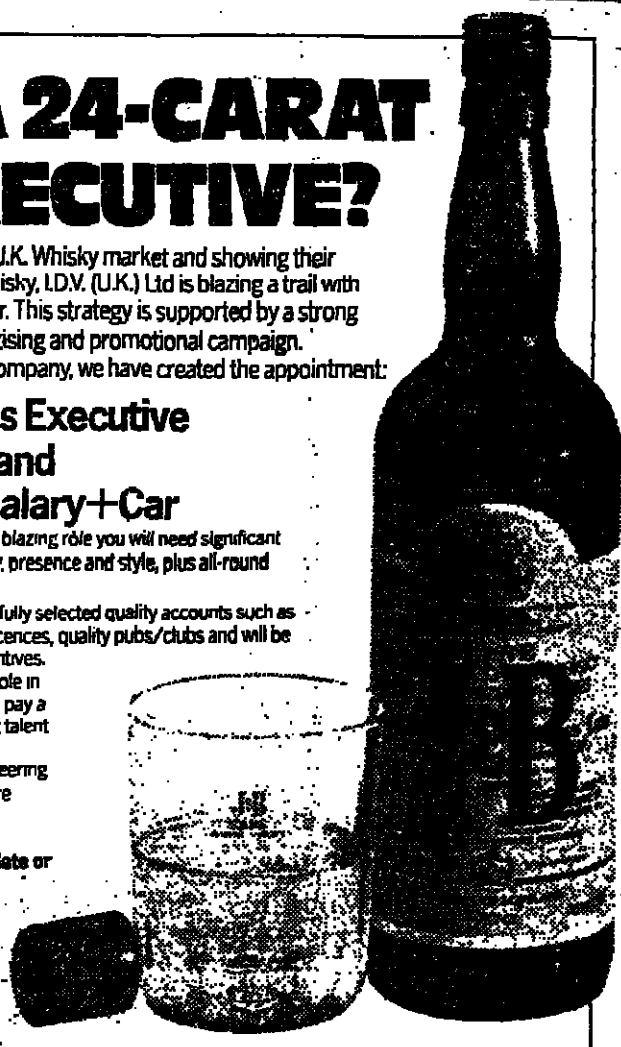
In order to reflect the vital importance of this role in building up the sales of J & B Rare, we are prepared to pay a salary and benefits package which will attract the best talent available.

This is perhaps the most challenging and pioneering liquor sales appointment around. Have you got the rare qualities to make you a 24-carat Sales Executive?

Please write with full details of career to date or telephone:

LDV
John Abraham,
International Distillers and
Vintners (U.K.) Limited,
Gibby House, Fourth Avenue,
Harlow, Essex CM20 1DX.
Telephone: Harlow (0279) 26801.

This vacancy is open to both men and women.



We sparked the revolution

DataPoint ignited the revolution in Distributed Data Processing: now an accepted part of modern business. And is also a world leader in Office Automation. DataPoint's ARCNET local area network is the basis of over 5,000 successful integrated office systems and we are putting increasing emphasis on our Office Automation products.

To keep pace with growth, we are expanding our Marketing Group to equip our sales force with the tools they need to keep us ahead in OA. The following positions are available:

Product Manager - Office Automation £14-18,000 package + car

To work with our Programme Manager implementing agreed plans and taking product management responsibility for vital products. Marketing experience is essential with sales track record an advantage. In depth knowledge of Word Processing plus one or more of the following - Electronic Mail, Telex, Personal Computing, Colour Business Graphics, Laser Printing, or Office Automation in general.

Product Manager - Professional Computer £14-18,000 package + car

To spearhead the launch and promotion of our products in the Professional Computing area including a major new product. Micro/Personal computing hardware and software experience required in a sales and marketing environment. Additional communications/DDP/Office Automation experience an advantage.

Communications Specialist - Up to £20,000 package + car

This is a highly visible role which also involves extensive background work. Experience of Local Area Networks and associated issues, IBM SCLC and BSC, ICL CO3, X25, BT services and today's communications environment is essential.

Replies in writing only, with CV, or send for an application form to Dick Stroud, General Manager, Marketing, DataPoint (U.K.) Ltd, DataPoint House, 400 North Circular Road, London NW10 0JG.

DATAPPOINT
We sparked the revolution.

Personnel Resources

is a successful specialist recruitment consultancy servicing finance and accountancy appointments in Commerce, Industry and Public Practice, with support activities in recruitment advertising, personnel management and marketing.

We are enjoying major growth at all levels of business development, and are keen to strengthen our consultancy and marketing team, all of whom are based at our Head office in an elegant town house in Holborn.

Appointments include:-

RECRUITMENT CONSULTANT to £15,000

Age 26-32, accountancy, personnel management or marketing experience, degree and/or professional qualification preferred. Base salary £12,000 + Profit Share and probable first year earnings £15,000 leading to added benefits of BUPA, Pension and Company Car.

ASSISTANT TO MARKETING DIRECTOR to £12,000

Age 26-30, IPM qualified with a strong recruitment bias and ideally experience of working in a marketing environment. Base salary £10,000 + Profit Share and use of pool car.

JUNIOR CONSULTANT to £10,000

Age 24-26, degree and undertaking IPM or Accountancy Study, with an appropriate 2-3 yrs commercial experience. Base salary £8,000 + Profit Share and Study Support with career advancement guaranteed to keep pace with personal development.

GRADUATE TRAINEES to £7,500

Junior Consultant/Marketing Assistant
Age 22-24, a good degree, and up to 18 months experience in finance, marketing or personnel management. Base salary £6,000 + Profit Share and Study Support with development to Junior Consultant in 6-12 months.

Our client list is impressive and includes many national and international companies you will recognise. If you respond to challenge and can bring commitment, personal communication skills and motivation we will be pleased to consider you in our development plans.

To apply please call Robert Miles or Melanie Tarr on 01-242 6321 or write to them enclosing your C.V. at 75 Gray's Inn Road, London WC1X 8US.

Reject China Shops

GENERAL MANAGER to be based at WEST LONDON headquarters

We are a rapidly expanding retail group with major stores throughout the country. Our requirement is for an experienced retailer (aged over 35) with at least five to seven years experience as a Group Manager in either the china and glass trade, a departmental group or similar fast moving trade (non-food). He will also be a strong administrator and be used to dealing at Director level.

The successful candidate will work with, and report direct to the Managing Director. The position will offer a rewarding remuneration package for the right person.

Write immediately enclosing a full CV to:

The Managing Director,
Reject China Shops,
34 Beauchamp Place, London SW3 1NU

Presentation Assistant Editor An immediate challenge with a progressive TV company

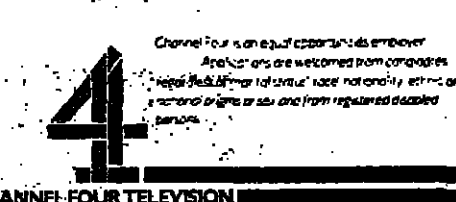
Channel Four is dedicated to encouraging innovation in British broadcasting with a wide range of original, distinctive programmes and one of the most advanced transmission systems in Europe.

We are currently seeking a young, imaginative Presentation Assistant Editor to join a friendly team working on a rotating three week cycle. The position will involve making promotional material directing on-air transmissions and generally assisting in all aspects of the Presentation operation including schedule planning.

This is an interesting and varied role for a lively, enthusiastic person with a creative mind, fresh ideas, and the practical skills to execute them effectively. Sound TV Presentation experience - either in transmission or promotion - is absolutely vital and you should be able to liaise with producers, directors and production companies.

We offer an attractive salary and benefits package. Prospects within this fast-growing environment are excellent. We regret that applications can only be considered from those with appropriate experience.

Please write with a detailed CV quoting Ref PM11 before March 23rd, to the Personnel Department, Channel Four Television, 60 Charlotte Street, London W1P 2AX.



WANTED: SLIGHTLY USED EXECUTIVES

If you are an able, experienced executive or professional person, yet somehow are not making the most of your potential, perhaps you need a new approach to your career. To learn how 'slightly used' executives have profitably renewed their careers, telephone for an appointment which could lead to some four hours free consulting - or send us your C.V.

CHUSID
The Professional Career Management
London 01-588 6771
35-37 Redway St., W1P 5AE
Bristol: 0272 22667, Hays House, 78 Queen's Rd., B58 1QX
Birmingham: 021-643 4830, The Rotunda, New Street
Nottingham: 0462 244561, Gothic House, Barker Gate, NG1 1JL
Manchester: 061-228 0888, Sunley Building, Piccadilly Plaza
Glasgow: 041-332 1502, 141 Wm. Miller St., G1 2RN

ICMA EXAMINATIONS OFFICER

Applications are invited for the post of Examinations Officer who, with the assistance of 7 staff, will be responsible for directing and co-ordinating the (non-technical) administration of the Institute's examinations held twice yearly throughout the world.

The successful candidate is likely to be in his/her mid 30s, with experience of examination administration and staff management, and now earning in the region of £9000 pa.

PLEASE APPLY, WITH C.V., TO:
MISS P. RUSHTON, PERSONNEL OFFICER,
THE INSTITUTE OF COST AND MANAGEMENT
ACCOUNTANTS, 63 PORTLAND PLACE,
LONDON W1N 4AB.

Multinational corporation seeks an experienced and dynamic international audit manager to cover all its French units.

This key appointment, based in Paris, but including extensive travel within France, carries responsibility under the Components and Semiconductors Group European Management for carrying out a full range of operational audits throughout company subsidiaries in France, with the assistance of a young and experienced team and the permanent support of the European Internal Audit HQ. The scope of responsibilities for this position is such as to call for an ACA/ACCA/ACMA Graduate with at least 5 years experience in the audit profession and in internal auditing in an international organisation. The person appointed will be able to demonstrate professional competence, a thorough and analytical approach to his tasks, a capacity for objectivity and the ability to communicate effectively at all levels. Fluent written and spoken French are imperative. This position offers the candidate with the required potential an opportunity for progression in a major multinational corporation.

Write with full details to: D. Unwin,
ITT C-1, B.P. 359, 39105 Nole Cedex, France.

HIGHLAND ELECTRONICS GROUP p.l.c.

MANAGING DIRECTOR

Highland Electronics in Fife, Scotland, is a very successful subsidiary of Highland Electronics Group plc. with a turnover approaching £10m. per annum. The group is now seeking a Managing Director to lead Highland through the next phase of its development and beyond.

The successful candidate may well be in his/her 40's but will have a thorough grounding in the major disciplines involved in running a modern electronics company. He/she will already enjoy a remuneration package in excess of £25,000 per annum.

Please forward your curriculum vitae in confidence to:-

Mr P. Cohen, Managing Director,
Highland Electronics Group plc.,
Highland House, 8 Old Steine,
Brighton, Sussex, BN1 1EJ
Telephone Brighton (0273) 693688 - day
505809 - evening

General Secretary

The British Institute of Radiology, a multi-disciplinary research society, largely in the medical field, is to appoint a General Secretary from about May, 1984, preferably aged over 35 years. A broad knowledge of office management is essential, and some knowledge of office computer procedures and accounting desirable. Previous experience in a similar or related field, would be an advantage. The General Secretary is responsible to the Honorary Officers and Council for the running of the Institute's activities. A job description is available from the Institute. The salary is on NHS Whitley scale CO 20, with non-contributory pension scheme.

Written application, with CV and the names and addresses of two referees, marked "Confidential", should reach the President,
British Institute of Radiology,
36 Portland Place, London W1N 3DG
by 31st March, 1984.

ACCOUNTS ASSISTANT

Well established Tour Operator has a vacancy for an Accounts Assistant. The successful applicant should have at least 2 years bookkeeping experience and a working knowledge of French. Responsibilities include basic bookkeeping and preparation of management reports.
Salary £5,000 a.a. plus other staff benefits. Please write enclosing CV to: Michael Peters, Club Mark Warner, 20 Kensington Church Street, London W8 4EP.

CHAUFFEUR

Public Company seeks competent chauffeur willing to assist generally in office routine. Accommodation available. Apply in writing with CV to Secretary,
Regalian Properties plc
44 Grosvenor Hill, London W1

REPRESENTATIVE/COURIER required by specialist tour operator to work on circuit in April to October. Candidates must be confident, outgoing, and able to communicate at all levels. CV to: Patricia Roberts, 1327, Pymon for Pymon Rd, Andover Spots, Wiltshire, BA10 1JL.

SCOTTISH TELEVISION MARKETING MANAGER (LONDON)

1983 was a great year for Scottish Television's Sales and Marketing operation and we want 1984 to be even better.

To assist us in this exciting task, we are seeking to appoint a Marketing Manager to be based in our offices in London and be responsible for generating advertising revenue from new and existing sources and the day to day maintenance of motivating a sophisticated marketing team.

Candidates will have a successful sales record (not necessarily in the media/advertising industry) and a flair for commercial negotiations, be presentable, numerate, ambitious and hold a clean driving licence.

An extremely attractive package is offered to the successful candidate plus the opportunity to be part of a dynamic sales force.

Write in confidence with personal details to:

HUGH W. HENRY
Sales Director
Scottish Television plc
30 Old Burlington Street
LONDON W1X 1LB



Blood Group Reference Laboratory, Oxford HEAD OF REFERENCE AND RESEARCH

The Blood Group Reference Laboratory is a central laboratory for the National Blood Transfusion Service and is based in modern pleasant surroundings in the Radcliffe Infirmary in central Oxford. A Top Grade Scientist is required to become Head of the Section of Red Cell Reference. The present activities of this section include investigation of serological problems referred from laboratories at home and abroad, preparation of rare grouping reagents and maintenance of the National and International Panels of Rare Donors. In addition, the Head of Reference will be required to establish a reference for the biochemical analysis of blood group variants, to undertake research into the nature, structure and function of blood group antigens and to investigate the genetic basis of blood group polymorphisms.

This is a challenging post and the Section will be expanded as appropriate in order to support these developments. Ideally, applicants will have a background in membrane chemistry with experience in blood group antigens.

The appointment will be a Top Grade Scientist, salary range £18,098 to £21,311.

Further information may be obtained from Dr A M Holburn, Oxford 01865 787212.

Applications with names of two referees to:
Miss K. Lomas, Administrator Blood Group Reference Laboratory,
Radcliffe Infirmary, Woodstock Road, Oxford
OX2 0HE Ref: 193.

BUSINESS DEVELOPMENT MANAGER

...for a leading Survey Company to £20,000

This appointment is with one of the UK's leading Survey Companies and carries clear prospects of progression within the next few years. Reporting to the Managing Director, responsibility is for promoting, developing and negotiating new business both at home and abroad, for a comprehensive and expanding range of services with the accent on digital databases and related applications.

Candidates, aged ideally 35 to 45, will be professionally qualified with a number of years sales/commercial experience in offering professional services to a wide range of clients. Your background could be consulting engineering, city planning, seismic surveys or relevant software applications e.g. digital graphics or the creating of utilities/simulator databases. You will have a first class track record emphasising marketing, client liaison, proposal preparation and contract negotiation both in the UK and overseas. An appreciable amount of business travel is envisaged and candidates must be prepared to spend up to 100 days a year away from home, mainly on short term visits.

Salary is negotiable to £20,000 plus profit related bonus, car, accident and health insurance, and generous overseas allowances. Relocation assistance will be provided where necessary.

Please write with full C.V., quoting Ref. AR/027 to:
March Personnel Services, 33 King Street, Manchester M2 6AA.

March Personnel Services A member of the March Consulting Group

Office Manager

£15,000 + Car + Benefits Package

The British subsidiary of a major oil company, wishes to appoint a capable executive to co-ordinate a wide range of administrative functions at their Knightsbridge Offices.

Principal responsibilities will include property management, communications, supervision of the Company car fleet, a small word processing resource and all aspects of office administration.

The ideal candidate will be a mature, professionally-qualified individual with well-rounded experience and a proven track record in office management in a commercial environment, and have the potential to develop in other administrative areas.

We offer a comprehensive salary and benefits package including Company car, bonus, pension, life assurance and private medical insurance.

Please write with full details of qualifications, experience and most recent salary to Austin Knight Confidential Reply Service, Ref. BSO 8945, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

**Austin
Knight
Advertising**

Medical Adviser

to overseas aid projects up to £22,575

Aid projects range through all activities which could raise the health status of the poorer communities of the developing world, particularly the organisation of health administration and the teaching of health professionals and related ancillary workers.

This is an opportunity to join the health advisory staff based in London. The work, which involves liaison with professional bodies, universities and health institutions, includes advising on the identification, appraisal, monitoring and evaluation of aid projects in developing countries (with some geographical specialisation) and on the recruitment of expatriate health staff from the UK for countries where their services are required. Overseas travel will involve absences from the UK of approximately 8-12 weeks a year divided into 3 or more tours.

Candidates must be medical practitioners fully registered in the UK, with at least 10 years personal experience and responsibility in community medicine both in the UK and in developing countries, enabling them to liaise with health professionals and administrators at all levels.

Starting salary within the range £16,485-£22,575 (including £1250 inner London weighting) according to qualifications and experience. Promotion prospects.

For further details and an application form (to be returned by 4 May 1984) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 68551 (answering service operates outside office hours). Please quote ref: S/6183/3. The Civil Service is an equal opportunity employer.

Overseas Development Administration

ADMISSIONS. Representative sought by the American College in London for 1984. Qualified candidates should have an outstanding personality, sales and marketing experience, and the ability to work with 17-20 year olds. Advantages: expert, in-depth knowledge, excellent training, excellent salary. To arrange for an interview contact: Nick Jen Curtis on 426 1772.

FUEL DISTRIBUTION Company, with opportunity to sell into Spain, requires 1984. Candidates should have an outstanding personality, sales and marketing experience, and the ability to work with 17-20 year olds. Advantages: expert, in-depth knowledge, excellent training, excellent salary. To arrange for an interview contact: Nick Jen Curtis on 426 1772.

JOBS IN THE ALPS (exp. 2000) 1984. Candidates should have an outstanding personality, sales and marketing experience, and the ability to work with 17-20 year olds. Advantages: expert, in-depth knowledge, excellent training, excellent salary. To arrange for an interview contact: Nick Jen Curtis on 426 1772.

General Appointments

THE SHEER FORCE OF HP QUALITY AND INNOVATION...



...CHANGING THE SHAPE OF THE OFFICE SYSTEMS MARKET WORLDWIDE

Key marketing appointments £12,000-£20,000

Hewlett-Packard is making a powerful, calculated bid for a major share of the international office systems market with what is probably the most exciting offering on the entire office automation scene.

While other suppliers have been talking about the truly interactive office, HP have been delivering. DESKMANAGER, the world's largest-selling organisational communications product, integrates electronic mail, filing, diary and word processing in a proven desktop package. And the HP 150 personal computer confidently out-engineers its competitors with a touch-sensitive screen replacing the vast majority of traditional keyboard functions.

Only a company with HP's technological credibility could successfully engineer products of such genuine originality. No wonder we were recently voted the top Fortune 500 company for innovation and product quality.

Significantly, we were also voted the company best able to attract, retain and develop talented staff. Successful applicants for these 5 key marketing posts will certainly experience the benefits of our forward-looking employment and career development policies.

Product Managers

To be responsible respectively for mini and PC-based products. The main objectives of these jobs are to provide a strong marketing impetus to the international sales effort, and to work closely with R&D on new product development and positioning. You should have previous product management experience on IBM-compatible systems; specific knowledge of SNA or MS/DOS is needed.

Product Engineers

Two posts reporting to and supporting the Product Managers through the analysis, interpretation and presentation of complex

product and market data. You should be qualified either in computer science with customer-oriented experience, or in a business discipline with relevant experience in a high-technology organisation. One post requires some experience of HP products.

Market Analyst

This market research post will be responsible for analysing the worldwide office systems customer base. You must therefore be experienced in the analysis of complex market data, the translation of raw data into usable information in a marketing environment, and the development of complex buyer behaviour models.

Applicants for all these posts should be of graduate or equivalent calibre. Starting salaries will be in the range of £12,000-£20,000—possibly higher for outstanding candidates. Valuable benefits include cash profit-sharing bonus, share-purchase scheme and assistance with relocation. Prospects are excellent as our Office Productivity Division plans to double in size—at least!—in the next 2 years.

For more information on any of these jobs, you are welcome to call one of our line managers: Trevor Wing (product management posts), Judy Gibbons or Martyn Lambert (product engineering), or Andrew Bisset (market analysis) on 0344 773100.

Or call Paul Carter for an application form on the same number (this line stays open evenings and weekends), or send him your cv at Hewlett-Packard Limited, Nine Mile Ride, Wokingham, Berkshire RG40 3LL.

Hewlett-Packard is an equal opportunity employer.



**HEWLETT
PACKARD**

Director of UK Sales

Our client, Etienne Aigner, sells a wide and unique range of high quality fashion products worldwide. Its UK and Eire wholesale and retail business is conducted from prestigious New Bond Street premises in London.

The director of sales has total responsibility for all UK and Eire business, reporting to the export director in Germany.

Applicants must be able to demonstrate exceptional success in developing sales of high quality merchandise to exclusive retailers. Management experience and administrative skills are essential and some experience in international markets is desirable.

An appropriate remuneration package will be negotiated which will include a substantial performance related incentive.

Please address your application, with full career details and an indication of current earnings, to Douglas G Mizon (Ref. S/574/M) at



Ernst & Whinney Management Consultants
Becket House, 1 Lambeth Palace Road, London SE1 7EU.

INTRODUCING A WIDER PERSPECTIVE TO YOUR RETAIL MANAGEMENT CAREER as an Area Manager with The Burton Group

Now that you've proved yourself in a retail management role, ideally with one of the major multiples/chain stores, you'll be considering your next career move. One that will give you greater responsibility and prospects for rapid advancement, as well as further opportunities to build on your experience.

Which is why you should be thinking about Area Management with one of the Women's Wear divisions of the Burton Group. Successful, profitable and expanding, the Burton Group has been responsible for many high street success stories such as Top Shop, Dorothy Perkins, Expressions, and Top North.

As an Area Manager, you will be accountable for the successful development of ten to fifteen stores. Responsibilities will include

planning and achieving sales and profit objectives and maintaining high standards of merchandise presentation.

You'll bring guidance and training to your managers and staff, in addition to giving them all the support of your expertise.

This role demands a confident retail professional with a proven track record as a Store Manager or Area Manager. Aged 27-35, your strong, lively personality will only be satisfied by results and, of course, by the kind of salary, benefits and career prospects you'll enjoy with a company like the Burton Group.

If your career is ready for the wider perspective of Area Management, write to Sue Simons, The Burton Group, 120 Regent Street, London, W.1.

**The
Burton
Group**

1984 - YOUR CRUCIAL YEAR?

Changing your career?
Finding employment?
Taking vital exams?

NOW IS THE TIME to consult us for expert assessment and guidance. Free brochure.

CAREER ANALYSTS
90 Gloucester Place, W.1
01-935 5452 (24 hrs)

MANAGEMENT OPPORTUNITIES
For free information on the current market and details of over 400 new jobs each week, please contact our Executive Recruitment on 0742 704584

We are a young and rapidly expanding company involved in the exciting new field of fibre optics. We are currently seeking a

SENIOR ENGINEER FIBRE OPTICS PRODUCTS

This vacancy is for a mechanical engineer with experience in the manufacture and testing of optical fibres.

Candidates should have at least a BSc in mechanical engineering and will probably be aged 30 - 40. Detailed knowledge of modern optical fibre manufacturing is essential. The ideal candidate will already have been involved in the design and installation of fibre pulling towers and have knowledge of preform manufacture. Candidates must be able to design optical systems and therefore design experience in camera or telescope manufacture or laser range finding, night sights, etc would be an advantage.

We offer an excellent salary and benefits package and relocation assistance where appropriate. Write with full cv to: Mrs Jean Clark, York Technology Ltd, Avengers Close, Chardlers Ford, Eastleigh, Hants SO5 8PY.

YORK TECHNOLOGY LTD

A company manufacturing an outstanding range of Dolls require

A WORKING DESIGNER

To be responsible for the total design concept, including clothes, packaging and publicity. This would involve a commitment to the Doll, which has an internationally acceptable presence, together with an ability to turn ideas into a manufacturing reality. Age 35-45.

Write for application form to: Ref GGM
Stockport, Cheshire SK5 6DU

**MOXON
DOLPHIN
& KERBY LTD**

**Recruitment Advertising
Executive Search
Management Selection**

178-202 Great Portland Street,
London W1N 5TB. Tel: 01-631 4411.
Ashley House, Ashley Road, Altrincham,
Cheshire WA14 2DW. Tel: 061-941 5707.

Senior Lecturer — Customer Training Telecommunications Transmission Systems

STC Transmission Products Division need an Electronics Engineer in their Customer Training Centre at Basildon to train both UK and an increasing number of overseas customer's engineers in the use of the Division's digital and optical transmission telecommunications systems. In this interesting post you will prepare courses, deliver lectures demonstrate equipment and generally be responsible for the training and welfare of the trainees on your courses. Overseas travel is a job requirement. Applicants should have a Science degree or similar qualification, preferably with a specialised knowledge of transmission systems.

Training in the Division's products will be given, and the successful candidate will be expected to participate fully after a short introductory period. STC offer excellent benefits and conditions, including generous holidays. Please write or telephone for an application form to Pam Prosser, Senior Personnel Officer, STC Telecommunications Limited, Chester Hall Lane, Basildon, Essex SS14 3BW. Tel: Basildon (0268) 3040 ext. 261.

Forecasting & Statistics

A key analytical role in air transport

c.£14,000 pa
Head Office — Gatwick

The Forecasting and Statistics section of British Airports is internationally acknowledged as a centre of excellence in the field. We are in the business of running 7 major UK airports, including Heathrow and Gatwick, with a capital investment programme of over £500 million during the next 5 years. Therefore detailed analyses and forecasts of passengers, aircraft and cargo activity at our airports are matters of prime concern to the business. In the constantly changing environment of international air transport, two of your major projects will be to review existing forecasting techniques and extend the conversion of management information sources from manual to computerised format. You will supervise the work of staff engaged in forecasting, statistical and market research work.

Of crucial importance in this position is the ability to communicate clearly in both oral and written form and to retain clarity and accuracy under pressure of tight deadlines. For a graduate with numerical and literate skills, and a knowledge of computer modelling systems, this position offers variety, constant challenge and opportunities for overseas consultancy work. To find out more about this unique opportunity, write with full details of your qualifications and experience to: Julia Shield, Personnel, British Airports Authority, Gatwick Airport, West Sussex RH6 0HZ.

District Credit Manager

Basingstoke
£12,000 p.a. + car

Effective credit management and control is vital to the success of any business. As the world's second largest computer company, we lay great importance on the calibre of our Credit Management team and, with a current growth rate within the UK of over 40%, we are looking to strengthen the credit control function at our Basingstoke office with the appointment of a District Credit Manager. Working closely with the sales force and managing a small team, you will be responsible for establishing and implementing effective credit control procedures for new clients and our existing customer base throughout the South and South West area. Aged 30-40 years, you will have the professional experience and personal attributes that thrive within a fast-moving, rapidly changing high technology environment. You should demonstrate the affinity with customer needs to anticipate and resolve problems, and

be able to bring creative thinking to credit assessment. Excellent negotiation skills and the ability to lead and motivate a team are, of course, essential, as is the ability to understand and interpret financial information. To the right man or woman we offer a salary of £12,000 p.a. + car and the full range of large company benefits including assistance with relocation where appropriate. In the first instance please forward a comprehensive c.v. to our Consultant B. Kelly at Moxon Dolphin & Kerby Ltd., 178-202 Great Portland Street, London W1N 5TB, quoting ref: BX/4120/DT

Deputy Financial Controller

A senior role managing a complex accounting function
to £24,000 pa

Our client, a major American bank, wishes to appoint a Deputy Financial Controller in their investment banking business. The main area of activity is concentrated in the highly complex Eurobond market and Eurocurrency private placements. As you will be responsible for the complete accounting function of around 10 staff and also be involved in planning, analysis and reporting, you will need a 'blue chip' accounting background. We would expect you to be around 27-32 with two or three years' post-qualification experience where you will have gained some knowledge of working with computers and ideally experience of auditing in the Finance/Banking sector. Equality important is a strong, positive personality that will enable you to hold your

own in the high-pressure, fast-moving world of dealers and investment bankers where you will ensure that systems and accounting practices are adhered to. This is a major career opportunity with unique potential for further progression. The remuneration package reflects the importance of this role and is worth up to £24,000 pa. Please write in confidence with details of your career to date to: R. Long, Moxon Dolphin & Kerby Ltd., 178-202 Great Portland Street, London W1N 5TB, quoting ref: RLT/4118

Technical Manager Defence Electronics

Racal Defence Electronics (Radar) Limited is a world leader in the design and development of sophisticated E.W., E.S.M. and ELINT systems. Our record of growth is substantial, particularly in the export market, for which our achievements have been recognised by the Queen's Award for Export Achievement in 1983. As part of the Racal Electronics Group we have the support of an organisation that is renowned throughout the Electronics Industry for innovation and its professional and technical excellence. Reporting to the Technical Director, the successful applicant would be responsible for leading a systems study group and for determining the pace and course of all electronic and mechanical engineering within the Company, including co-ordinating and advancing hardware techniques and technology, assisting and advising project groups on specific technical matters.

optimising the allocation of up to 150 engineers and providing technical support to the Marketing Department on proposals. To have gained the necessary skills and knowledge to meet this demanding challenge you will need extensive experience at a senior level in defence electronics and an outstanding technical background. Naturally, the salary and benefits will be substantial including a Company car and BUPA. This position (open to men or women) will be located at our development facility at Walton-on-Thames, Surrey.

To find out more, please telephone TOM CRIGHTON, SENIOR PERSONNEL MANAGER, on 01-397 5281, ext. 237, or alternatively write to him with full details at: Racal Defence Electronics (Radar) Ltd, Davis Road, Chessington, Surrey.

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RACAL

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We offer an attractive salary together with the usual benefits associated with a large international company.

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E.P. Associates
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Bristol BS1 5AU

All applications will be responded to and handled with complete confidentiality.

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HORIZONS

The Times guide to career development

Preparing for a quick exit

If you are about to switch jobs, do not assume that you will necessarily serve out your notice. The higher up the executive chain the more likely are employers to require ex-employees to make a quick exit. In the present tough management climate, it might be wise to take some advance precautions before notifying colleagues, let alone superiors, of your intention to leave.

Manager in one large American-owned computer company have a disconcerting practice of having outgoing personnel instantly escorted off the premises by security guards as soon as they learn of an impending move. Private contents of desks, brief cases, and lockers are sifted and forwarded afterwards to the individual's home address. From the employer's point of view, the regulations make obvious sense in minimizing commercial risk from leakage of intelligence. But a peremptory exit can cause severe disruption to an individual's private as well as business life.

Not everyone, for instance, keeps two appointments diaries. Even if they do, valuable professional relationships have a better chance of surviving if explanations for cancelled meetings are made by the person concerned than if they are made by the ex-boss or a successor.

In the interests of common courtesy alone, it is better for

Patricia Tisdall advises employees on making the best of losing jobs
Erich Suter (below) examines the legal pitfalls

farewells to colleagues together with thanks and forwarding addresses to be made directly rather than surreptitiously by telephone or in a safe. All strictly personal items should be discreetly removed from desk drawers and office shelves weeks in advance. A half-eaten sandwich or an old pair of shoes can leave an embarrassing legacy. It is also useful to set up duplicates of as much of the day-to-day business reference material at home as possible. Expenditure on items like trade guides as well as a stock of stationery can be a worthwhile investment - particularly if the future is uncertain.

Not all sudden exits are voluntary. If the recent experiences of three of my acquaintances are anything to go by, instant dismissals are on the increase. Each emerged from impromptu interviews with their ultimate superiors abruptly jobless and in a state of shock. They were requested

to pack up their personal belongings immediately and left their offices forever within an hour.

The first moral is that, whatever the employment protection legislation might say about warnings and unfair dismissals, suddenly getting fired is not something which only happens to other people. The myth is perpetuated because the victims, (my acquaintances included) are rarely willing to publicize their plight. They are certainly not willing to face up to the trauma of an industrial tribunal to obtain legal satisfaction for fear that this would brand them as troublemakers for the rest of their working life.

The second moral is to be extremely wary of any unexpected summons from a new boss if (as is usually the case if termination is contemplated) it comes late on a Friday afternoon. A Monday morning appointment gives a much better chance of making it graceful if an exit is inevitable. It also offers an opportunity to gather support from colleagues if you decide to make a fight of it. An idle weekend at home with uncomprehending relatives will only compound the shock.

Overall, the secret to making a career change smooth and therefore successful lies in the boy scout's motto of "Be Prepared". Mental anticipation of a change and awareness of its implications will soften the impact of unpleasant surprises.

Compensation for dismissal

Notice to quit will often be more peremptory for more senior employees, but the more senior the recipient of the notice, the greater are the potential rewards for a quick and quiet departure.

Generally the reason why employers dismiss senior executives without notice, or pre-empt an employee's notice by immediate dismissal is because of their fears of the potential damage to their business if they keep the employee at work during his notice period. The law dealing with restraint of trade clauses (ie. clauses which prevent an employee from working in that area of the trade or industry for some time after the termination of employment) is complex. Restraint of trade clauses which are wider than is reasonably necessary to protect the employer's business are void, and so useless. The courts, in dealing with such clauses, have to balance the employer's need to protect his business interests against the employee's need to use his qualifications and experience to obtain new work. This balance is a very difficult one for an employer to find, as many cases where restraint of trade clauses have been held to be void have shown. So employers often take the next best step to protect their interests: dismissing senior employees without notice to prevent them from collating information, or strengthening client contacts, during their last days in office.

The unfair dismissal legislation,

with its emphasis on warning employees before dismissal, and going through a pre-dismissal procedure, affords very little protection to senior executives. The damages available are generally not worth the legal battle. An employee dismissed from a £140 per week job is much more likely to obtain reasonable damages from an unfair dismissal claim than is an executive earning £20,000 a year. The reason for this apparent anomaly is that the maximum award in unfair dismissal cases is fixed, for most purposes, at about £10,000, regardless of the previous income of the applicant.

Indeed, the unfair dismissal legislation may even encourage the summary dismissal of senior executives. Whereas employers may once have been inclined to put such employees into "less sensitive" positions to work out their notice, to do so nowadays may amount to an unfair dismissal, based on the concept that a drastic alteration of an employee's terms of employment can entitle him to treat himself as having been dismissed - even during the notice period. If the employer is going to be liable for unfair dismissal he might just as well protect himself commercially by dismissing the employee without notice.

All is not gloom, however. Senior executives will usually find that they are well compensated for their employer's peremptory action. Senior executives, ironically, usually have far

longer notice periods in their contracts than do lesser mortals. Whereas the majority of employees are entitled to no more than the statutory minimum periods of notice (broadly one week per completed year of service up to a maximum of 12 weeks), it is not unusual for executives' contracts to provide for a notice period of a year or more, the whole of which will have to be compensated by the employer if he dismisses without notice.

Compensation for loss of the notice period also bears with it compensation for the loss of fringe benefits during notice such as the use of a company car, life insurance, and medical insurance. When the senior executive's package is calculated as a proportion of his salary, it will probably compare very favourably with most other employees' damages for unfair dismissal.

Methods of dismissal seem to vary according to how an employee will be compensated. Lower-paid employees are taken through lengthy procedures in an effort to comply with the unfair dismissal legislation. Higher-paid employees, on the other hand, are often dismissed without any procedural foreplay. It is, perhaps, rather ironic that such natural Tories should be effectively excluded from the protection of the unfair dismissal legislation originally brought into being by a Conservative government.

The author is labour law advisor to the Institute of Personnel Management.

CAREER OPPORTUNITIES IN RECRUITING ST. ALBANS

Young Graduates with some knowledge of Accountancy & Finance, Electronics & Manufacturing or Sales & Marketing should apply for openings with a successful team of Advisers matching people to jobs in industry and commerce. Full training given in this satisfying work where effort brings high reward. Contact Lawrence Lock, M.D. Management Personnel, Guildford (0483) 84857

NEGOTIATOR
We require a dynamic, experienced, lettings negotiator for a busy office. The applicant should have a proven track record of sales and lettings, preferably in the commercial sector. Salary £10,000 p.a. plus commission. Contact: New P. Services, 101-122 7100

NATIONAL FARMERS UNION Director of Public Relations

The NFU, which represents all sections of the Farming Industry in England and Wales, seeks to appoint a new Director of Public Relations.

The position carries responsibility for the full range of the NFU's information services, but the major emphasis will be on developing the strategy for external public relations and communications.

Candidates, preferably in their forties, must have experience at a senior level covering:

- the management of public affairs for a substantial organisation
- planning a long term strategy for communications
- the professional techniques of communications
- the management of staff and budgets.

The job demands considerable breadth, maturity, energy and commitment as well as the ability to understand rapidly the issues confronting the farming industry.

The salary will be negotiable and will be of interest to those already holding senior responsible positions.

Please reply, enclosing a curriculum vitae, in the first instance to: Spencer Stuart Management Consultants, (reference 4483), Brook House, 113 Park Lane, London W1Y 4HJ.

EXPERIENCED SHOWROOM MANAGER/ESS AND SALES ASSISTANT

Required immediately for opening exhibition of Italian manufactured furniture - Kensington. Applicants should have sound knowledge and enthusiasm - this line.

Apply in writing to Miss J. Watts, Radon, 100 Brompton Road, London SW3 1ER.

General Appointments

CJA

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TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216.

* Please only contact us if you are applying for the above position.

Production Management Professionals

We need additional consultants for our rapidly expanding engineering consultancy practice based in London. Applicants must be in the age range 27 to 35 years and must be Chartered Engineers or have a degree.

The individuals appointed must be able to handle complex challenging assignments, including the development and implementation of practical and effective solutions to manufacturing control problems. Significant experience of computer based systems is needed in the areas of:

- MRP
- Inventory Management
- Production Planning and Control
- Purchasing
- Order Entry.

In addition, applicants must also have experience of:

- Costing Systems
- Factory/Warehouse Layouts
- Manufacturing Organisation Appraisals
- Incentive Schemes
- CAD/CAM
- Computer Integrated Manufacture (CIM).

The generous salary and benefits package includes a car. Substantial additional allowances are paid when working overseas.

If you meet these requirements and wish to join one of the largest professional management consultancy firms, write to P.G. Fearfield, Management Consultants, 1 Puddle Dock, Blackfriars, London EC4V 3PD, giving brief but comprehensive career details.



General Manager

London up to £20K + car

Our client is a small but expanding consumer products Division within a prosperous British trading company, itself part of a major European commercial and industrial group with a world wide turnover around £1,200m. The Division imports a sophisticated range of cosmetics and toiletries and markets them through leading department stores and multiple retail outlets.

A General Manager is now required, to expand the business from its present sound distribution base, and to identify and exploit opportunities for range-building and diversification in both a divisional and group context.

We seek an executive of graduate calibre with an outstanding track record in fast-moving consumer product sales and marketing. He/she will probably be aged 32-38 and must show evidence of strong managerial and commercial flair. Although cosmetics experience is not essential, an eye for fashion would be helpful - as would a facility for languages, especially German.

Starting salary is negotiable as indicated and will be enhanced by a bonus scheme and other benefits including relocation assistance if appropriate. Please apply in strict confidence quoting Ref. 077/6, by sending a full c.v. or telephoning for an application form to:- Charles Barker Management Selection International Ltd., 30 Farringdon Street, London EC4A 4EA. Telephone: 01-236 0588.

Charles Barker
SELECTION • SEARCH • ADVERTISING

DIRECTOR

This post will become vacant when the present Director leaves, on 12th March 1984, to become Director-General of the Agricultural Development and Advisory Service of the Ministry of Agriculture, Fisheries & Food.

The Institute is an independent research establishment grant-aided by the Agricultural and Food Research Council. It is located at Silsoe, Bedfordshire, and employs a staff of about 450, of whom some 250 are engineers and scientists covering a wide range of disciplines.

Candidates must be professionally qualified in engineering or the physical sciences and have had considerable experience in research management and in the formulation of applied research and development programmes. Experience of engineering applied to agriculture is not essential but candidates must show an appreciation of the needs of the agricultural industry.

Salary £25,455 p.a. in Grade 4 (new unified grading). There is a non-contributory superannuation scheme. The successful applicant may qualify for financial assistance with removal expenses.

Application forms and further details are obtainable from: The Secretary, National Institute of Agricultural Engineering, Wrest Park, Silsoe, Bedford MK45 4HT. Completed application forms should be returned not later than 16th April 1984.

The BSRAE is an Equal Opportunity Employer.

National Institute of Agricultural Engineering
(The British Society for Research in Agricultural Engineering)



INTERNATIONAL BUYING CONTROLLER



Commencing salary £20,000 per annum (plus company car and benefits)

Star Executives Limited has been retained to advise on the above London based position.

Our clients are a major international group specialising in the production and retail distribution of footwear. As part of a substantial expansion programme they wish to make the above appointment.

Reporting to the Group Footwear Development Director, responsibilities will include world wide sourcing, development of new footwear concepts from selecting raw materials through production to finished product.

Candidates probably aged 30 through to 40 will currently hold an international position within the footwear industry and should be fully conversant with the various markets relating to design, sourcing and quality control. The position will involve extensive travel.

Please contact in absolute confidence Rod Booth (SE3709), Star Executives Limited, 194-198 Oxford Street, London W1N 8AJ (entrance 28-30 Market Place). 01-580 0843.

EXECUTIVE MANAGEMENT RECRUITMENT



Management Opportunities in Packaging

Mardon Packaging International is a £500 million organisation at the forefront of packaging in the UK and overseas. It is a market leader in the UK in flexible packaging, folding cartons and PET/PVC containers.

As an operating group within BAT Industries, Mardon Packaging International has the strength of the parent organisation to provide resources and support to the marketing and technical efforts of its companies.

The decentralised nature of the Mardon Packaging organisation affords the managers of its companies the opportunity to achieve profit responsibility at an early stage in their careers.

The continued development of the Group has created the following opportunities for individuals with experience in packaging or related manufacturing industries.

1. Managing Director c£30,000

Due to retirement, a vacancy will arise for an experienced General Manager with a record of success in profit-responsible positions, preferably in carton and print manufacture. Likely age range 30-45 with a degree or equivalent. The position, based in Bristol, has responsibility for four profitable UK carton companies with a combined turnover of £18 million.

2. Operations Director c£20,000

Plastics and metals packaging has considerable growth potential. In order to take greater advantage of this, the organisation of our two major businesses in this field is being strengthened. An Operations Director is sought, with a proven success record of general management in

plastics. Candidates in their 30's with a degree or equivalent, should be able to demonstrate further promotion potential.

3. Technical Development Manager c£20,000

An outstanding technologist is required with in-depth knowledge of materials, processes and products, particularly in the fields of rigid plastics, flexible packaging, injection and blow moulding. You should have a degree in a relevant discipline. Post-graduate qualifications and experience in the plastics industry could be an advantage. Reporting to the Development Director of the Group based in Bristol, you will develop strategic evaluations and plans for future technological development in existing and new product areas and provide advice and assistance to the operating companies on technical matters.

4. Business Development Executive c£16,000

Responsible to the Chairman, Flexible Packaging Division, this newly-created position based in Bristol will evaluate business plans and strategies, co-ordinate new product developments, be responsible for a number of special projects and provide assistance to companies in business planning. Aged 25-30, you should have a good degree, preferably an MBA and have 4 to 5 years' experience in industry. It is anticipated that the successful candidate will be placed in a line-management position after demonstrating good performance in this role.

Applicants, male or female, should write full cv to M.B. Edwards, Group Personnel Director, Mardon Packaging International Limited, Clifton Down, Bristol BS8 3HJ.



Mardon Packaging International

Troops out as power struggle erupts in Syria

From Renter in Damascus and The New York Times in Washington

A trial of strength between a brother of President Assad and members of the regular army forces aligned with the ruling Baath Party is unresolved after a fortnight of tension, which has seen troops and guns repositioned around Damascus and reports of shooting near the presidential palace.

The jockeying for future power has come to a head after building up since the two-month illness of President Assad late last year. A new Cabinet is expected to be formed during the next few days, but the military and party conflicts persist.

Behind competing shows of military force in the capital last week seemed to be an effort by Hafez Assad, President Assad's younger brother, to position himself as his successor despite fierce opposition from the regular army forces and some regular Baath Party members.

It is unclear, diplomats said, which side the President supports.

Diplomats noted that while the rivalry was divisive, it did not at present pose a threat to President Assad's rule.

Two weeks ago, one diplomat said, President Assad was preparing to act on a series of promotions and shifts within the armed forces, which would have strongly objected to the proposed changes, which failed to promote people loyal to him.

The shifts were said to favour those loyal to Hafez Assad, Chief of Staff of the Armed Forces, Shafiq Fayez, head of the 3rd Division, and Ali Buba, the head of military intelligence, all three are said to be bitterly opposed to the President's younger brother.

On February 27 Rifat Assad's 25,000-man Defence Companies, which guard Damascus, were redeployed around the capital according to diplomats. Surface-to-air missile batteries were moved on to the mountain overlooking the city, and tanks positioned near the capital.

Rifat's Defence Companies positions were doubled in the city. Rocket launchers were also positioned at the western entrance to Damascus and weapons were targeted on the capital.

In a very crude way, Rifat was flexing his military muscle as a warning and a challenge to the regular military, one analyst said.

Office blocks to sprout in embassy garden

By Anthony Berins, Political Correspondent

The Foreign Office has decided to build some office blocks in the British Embassy garden in Vienna as part of an effort to persuade MPs that costs are being pruned.

The Commons Select Committee of Public Accounts questioned the need for an out-dated and lavish style of accommodation for British diplomats, and urged a radical change in pursuit of cost-cutting in a scathing report last December.

In its response, published yesterday, the Treasury revealed the Viennese office development. But MPs will note that the office plan was first proposed in 1973 and that the building will go up on land which was bought back in 1950 for just that purpose.

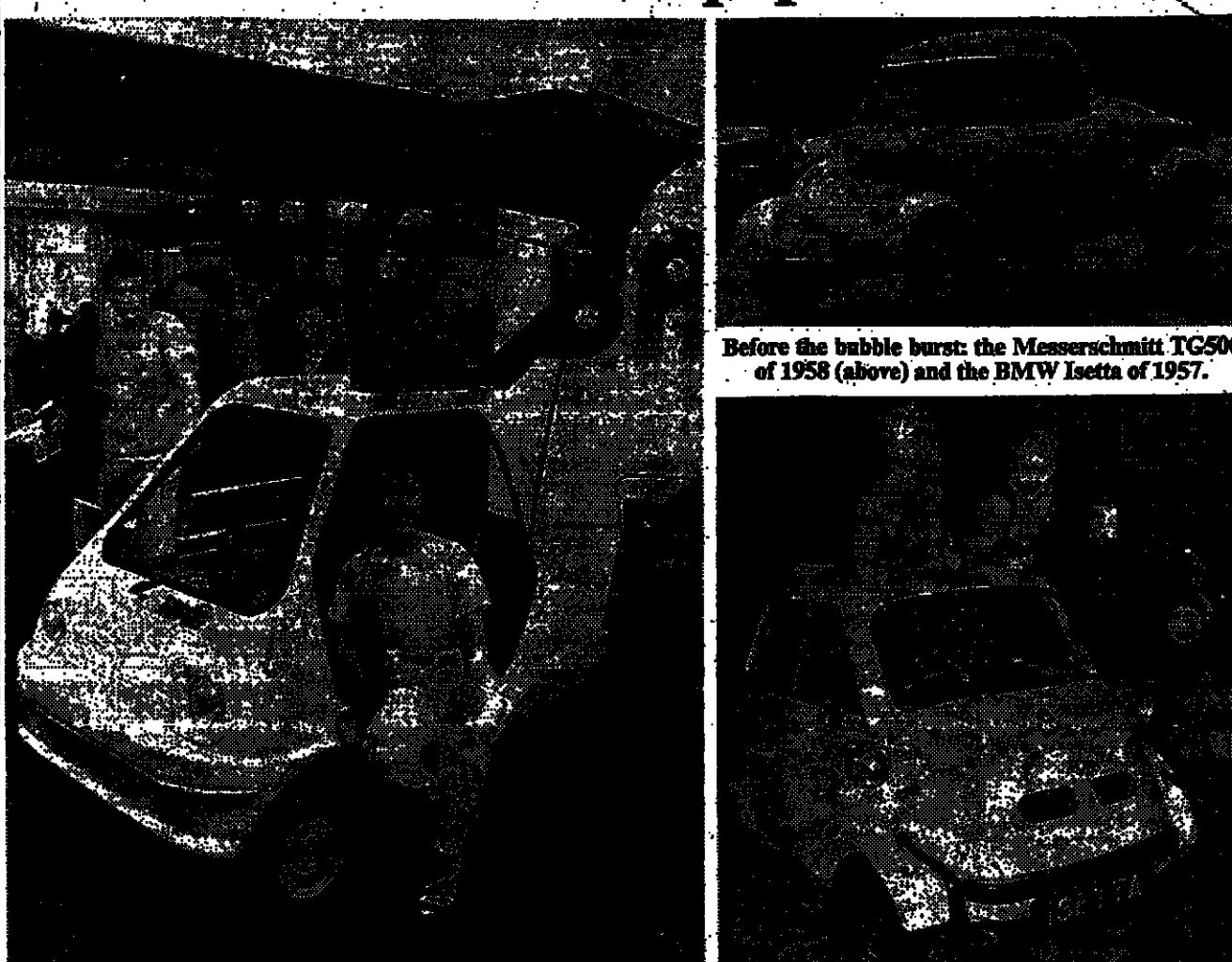
Meanwhile, the Foreign Office has said that it is continuing to study the "feasibility" of converting part of the ambassador's Vienna residence into a Property Services Agency report in 1982.

The Viennese residence is more than 4 times over-scale, with an area of 2,400 square metres, and it has been described by Sir Antony Acland, the head of the Diplomatic Service, as "very much a symbol of British representation."

MPs said they were concerned that too much emphasis was being given to prestige and tradition and too little to economy, they demanded action, not words.

But yesterday's response confirmed that Eden Hall, the sumptuous residence of the British High Commissioner to Singapore, was to be retained after a decade of discussion.

The bubble car pops back



Before the bubble burst: the Messerschmitt TGS500 of 1958 (above) and the BMW Isetta of 1957.

Selling points: the Bamby on view yesterday. Its makers hope to recapture the appeal of the bubble car era.

By Richard Dowden

A new version of the bubble car, centre-piece of endless jokes about fat women and crazy driving twenty years ago, was launched in London yesterday.

The Bamby is essentially a moped on three wheels enclosed in a steel frame with a glass fibre shell and one gull-wing side door. According to Mr Graham Davidson, the managing director of the manufacturers, its 49cc engine will do up to 100 mpg and will cruise comfortably at 30 mph, with a top speed of 35 or 36 mph. It costs £1,597.35 including value-added tax.

"It's a bubble car with a 1980s design and very much safer than the original," Mr Davidson said yesterday.

What the Bamby buyer gains in fuel economy for the 1984 price she or he loses in terms of the speed of some of the original bubble cars. The Messerschmitt TGS500 of 1958 had a 500cc engine with a maximum speed of 90 mph. Its fuel consumption was 52 mpg and when new it cost £650.

The BMW Isetta of 1957 had a 298cc engine, with a maximum speed of 51.9 mph and a fuel consumption of 66 mpg. It cost £239.19s 6d when new.

The design on display at the Daily Mail Ideal Homes Exhibition yesterday was completed only five days ago. It has cost Bamby Cars Limited, a Humberside-based firm, £50,000 to develop.

The firm employs about eight people, who will make the car to order. Five orders were received at the exhibition yesterday. In the long term, Mr Davidson said, "we are aiming at direct selling through the big stores, Debenhams and House of Fraser, which have shown an interest."

Prince pledges youth funds

By Colin Hughes

The Prince of Wales yesterday pledged funds from his Prince's Trust and the Jubilee Trust to fight what he sees as a disturbing increase in attacks on old people by the young.

The Prince was visiting a probation centre in Bermondsey, south London, to meet young offenders, only hours after a speech at the Guildhall in London on Tuesday night in which he spoke of young people who thought nothing of beating up old people "outside or inside their homes."

He said he realized it was not true of all young people but of

"a hard core" that they had lost respect for the old. "I know it seems easy for me to say this, but when a situation arises when many more elderly people suddenly seem to be attacked and beaten up it is extremely sad."

The problem lay in scarce resources for alleviating inner-city deprivation and in the boredom among young people which generated petty crime. He intended to continue raising money for the Prince's Trust to start projects to help young offenders like those he met in Bermondsey.

"A lot of these young people have talents which have gone the wrong way. If we could only help to develop them the right way, we might get somewhere," he said.

At the Jewish Welfare Board's 125th anniversary dinner on Tuesday night the Prince had attributed part of the breakdown in relations between young and old to the isolation of elderly people.

Mr George Pratt, chairman of the Prince's Trust, said the trust had nearly £400,000 to spend this year on projects

'Supergrass' trial QC quits Ulster

Continued from page 1

known to have had ambitions to take silk in England.

Yesterday, a close colleague said: "For him to go off in the middle of a trial like this indicates that he is unwell. He has been involved in a lot of informal trials in recent times and there is a lot of strain that you have to appear almost to be trying extra hard because many of the people you represent are suspicious, and would probably be doubly so of a former Unionist MP."

THE TIMES INFORMATION SERVICE

Today's events

Royal engagements
The Queen and the Duke of Edinburgh visit the Annual Station Show of the National Light Horse Breeding Society, Park Paddocks, Newmarket, 11.30.

The Prince of Wales, President, Royal Association of British Dairy Farmers, attends the Annual Governors' and Members' Luncheon at Hatfield House, London, 12.15.

Princess Anne, Patron of the Riding for the Disabled Association, attends a luncheon to meet

members of the council at the Worshipful Company of Saddlers' Hall, London, 1; and later as Patron of the British School of Osteopathy, visits the School in Suffolk Street, SW1, 2.45.

New exhibitions
Julia Margaret Cameron exhibition: John Hansard Gallery, the University, Southampton; Mon to Sat 10 to 6 (closed Sun); also closed Friday 20 April to Mon 23 April inc (ends April 28).

Alexander Hill's Asian rug exhibition: Great Holland Farm, Mill Lane, Hildenborough, nr. Seven

oaks, 11 to 6; seven days a week (ends March 18).

Prints and Paintings exhibition: Arts Council Gallery, Bedford St, Belfast; Tues to Sat 10 to 6 (closed Sun & Mon), (ends March 31).

The History of the Thistle exhibition: Arbutnot Museum, St Peter Street, Peterhead; Mon to Fri 10 to 5 (closed Sat & Sun, ends March 31).

Crispin Heeson exhibition: City Museum & Art Gallery, Priestgate, Peterborough; Tues to Sat 12 to 5 (closed Sun & Mon, ends April 7).

A Personal Vision exhibition: Looking Glass Gallery of Modern Art, 53 Halifax Road, Tottenham; Tues to Sat 10 to 5.30 (closed Sun & Mon, ends March 31).

New books - paperback

The Literary Editor's selection of interesting books published this week:

A View of the English Stage, by Kenneth Tynan (Hutchinson, £4.95).
Good Givers, by Angus Young (The Woman's Press, £3.95).
Children of the Desert: the Autobiography of a Nomad, by Patrick McGill (Corgi, £2.95).
How You Make It, by Alison Fell (Virago, £2.95).
Irish Journal: A Traveller's Portrait of Ireland, by Heinrich Böll, translated by Lela Vennemann (Abacus, £1.95).
Linguistics Today, by Keith Brown (Fontana, £3.95).
Megalithic Sites, myths, legends and archaeologists at the old stone monuments, by John Mitchell (Thames & Hudson, £3.95).
Murder in the Dark, by Margaret Atwood (Corgi, £3.95).
Streetwise (Geography, £2.95).
The Oxford-Dutton Pictorial English Dictionary (Oxford, £4.95).

The papers

The discovery of mass graves of thousands of guerrillas killed in the Rhodesian independence war says "the war was protracted and hard fought, but with the nation set firmly on the course of reconciliation and reconstruction, there is no room for bitter recrimination".

"To give vent to past hatreds is counter-productive to the process (of reconciliation) and a threat to its ultimate success," The Herald has reported that the mass graves have been found at Rusape, 140 km (90 miles) south-east of Harare. It said a number of Zimbabwean Cabinet Ministers visited the area and were shown shallow graves. A total of 4,000 guerrillas were believed to be buried there, the paper added.

Roads

London and South-east: A418: Single-lane traffic with signals in Uxbridge Road, Stanmore, west of RAF station. A41: Junction interchange at Maidenhead Road, A418: Single-lane traffic on Tiverton-Bampton road at Speedway Corner, and at Black Cat. A384/A385: Single-lane traffic on Tones-Buckfast road at Sharnbrook Bridge. Dartington, temporary traffic signals. A46: Temporary lights on Abergavenny-Llandovery road at Crickhowell, Cider Mill.

Midlands and East Anglia: A429: Roadworks on Wellesbourne-Slow road at Halford, Warwickshire. A34: Delay possible in Guild Street, Stratford, Warwickshire. A47: Traffic signals at Postwick, Norfolk. A19/A1046: Reconstruction work at Potrack roundabout, north of River Tees. A66: Traffic lights on North Bitts to Great Bridge road, Durham. A167: Merrington Lane (B6287), Ferryhill, co Durham closed.

Scotland: A74: Inside lane of southbound carriageway closed between the 8740 junction and Abington. A74: Carriageway closed south of Crawford, Lanarkshire, all traffic is sharing northbound carriageway. A7: Two sets of single-lane traffic controlled by lights south of Gorebridge, Midlothian. Information supplied by AA.

Weather forecast

An anticyclone covers the British Isles.

6am to midnight

London, central S, NW, central N England, E, W, Midlands, Channel Islands, N Wales, Lake District: Mostly dry, mist and fog patches clearing, sunny intervals; developing; wind variable, mainly N, light; max temp 6 to 8C (43 to 46F).

SE England, East Angles: Mist and fog clearing; some sunny intervals, also a few wintry showers, chiefly on coasts; wind light or moderate; max temp 5 to 7C (41 to 45F), cooler on coasts.

SW England, S Wales: Rather cloudy, with light rain or drizzle at first, sunny intervals developing; wind variable, mainly N, light; max temp 5 to 7C (41 to 45F).

Ireland, NW, SW, NW Scotland, Glasgow, central Highlands, Argyll, Northern Ireland: Rather cloudy, perhaps some light rain or drizzle in places, also a few bright intervals; wind variable, mainly N, light; max temp 5 to 7C (41 to 45F).

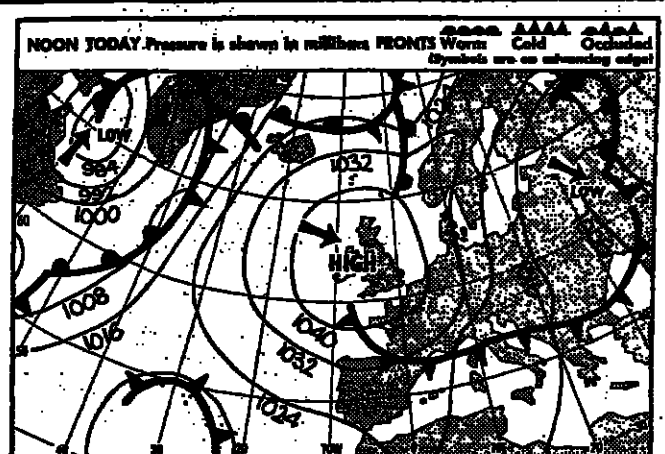
NE England, Border, Edinburgh, Dundee, Dry, sunny intervals, clearing; wind variable light; max temp 5 to 7C (41 to 45F).

Aberdeen, Moray Firth, NE Scotland, Orkney, Shetland: Rather cloudy, light rain or drizzle at times; wind SW to W, light or moderate; max temp 4 to 6C (39 to 43F).

Outlook for tomorrow and Saturday: Mostly dry, but outbreaks of rain or snow in E on Saturday. Temperatures near or a little below normal; clearing frost and fog.

SEA PASSAGES: A north sea swell, mainly in the North Sea, will be moderate; sea light in English Channel, Irish Sea; Wind variable light; max temp 5 to 7C (41 to 45F).

Sun. 10.30 am - 5.30 pm
Mon. 6.30 am - 5.30 pm
First quarter March 10.

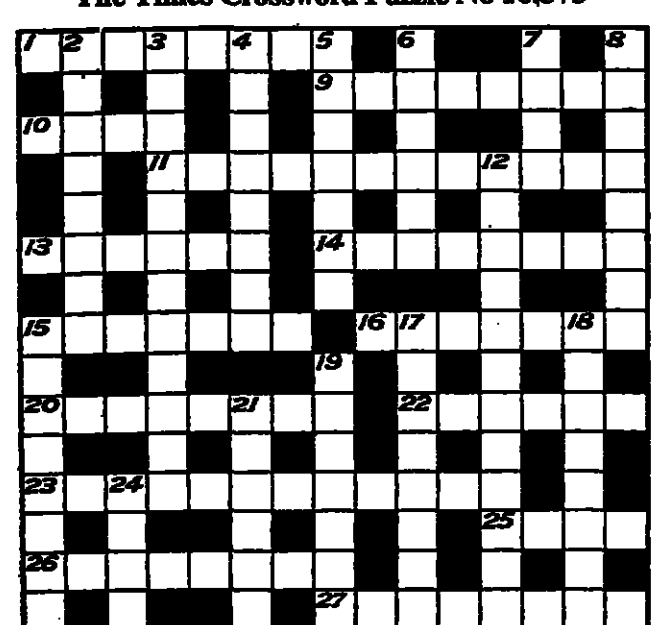


High tides			
Location	AM	HT	PM
London Bridge	4.51	7.8	5.18
Aberdeen	10.13	11.9	10.21
Aberystwyth	2.4	4.3	2.5
Cardiff	8.58	11.1	10.06
Durham	8.21	10.8	9.27
Exeter	1.41	3.7	1.58
Falmouth	7.51	9.8	8.07
Glasgow	9.27	11.7	8.58
Hull	2.38	3.8	3.8
Leamington	1.13	3.0	1.30
Lough	8.41	10.5	8.8
Lytham	8.58	11.1	10.06
Manchester	1.41	3.7	1.58
Marazion	1.13	3.0	1.30
Mersey	8.41	10.5	8.8
Oban	8.17	9.8	8.1
Plymouth	8.17	9.8	8.1
Portsmouth	7.25	9.1	7.42
Reading	2.27	4.3	2.4
Scarborough	1.52	3.7	1.58
Seaham	1.41	3.7	1.58
Sharnbrook	1.41	3.7	1.58
Stirling	8.17	9.8	8.1
Swansea	1.41	3.7	1.58
Torquay	1.41	3.7	1.58
Walsby-on-Sea	2.38	3.8	3.8

Around Britain			
Location	Sun	Mon	Tue
London	1.1	1.1	1.1
Cardiff	1.1	1.1	1.1
Durham	1.1	1.1	1.1
Exeter	1.1	1.1	1.1
Falmouth	1.1	1.1	1.1
Glasgow	1.1	1.1	1.1
Hull	1.1	1.1	1.1
Leamington	1.1	1.1	1.1
Lough	1.1	1.1	1.1
Lytham	1.1	1.1	1.1
Manchester	1.1	1.1	1.1
Marazion	1.1	1.1	1.1
Mersey	1.1	1.1	1.1
Oban	1.1	1.1	1.1
Plymouth	1.1	1.1	1.1
Portsmouth	1.1	1.1	1.1
Reading	1.1	1.1	1.1
Scarborough	1.1	1.1	1.1
Seaham	1.1	1.1	1.1
Sharnbrook	1.1	1.1	1.1
Stirling	1.1	1.1	1.1
Swansea	1.1	1.1	1.1
Torquay	1.1	1.1	1.1
Walsby-on-Sea	1.1	1.1	1.1

Abroad			
Location	Sun	Mon	Tue
Algeria	1.1	1.1	1.1
Alexandria	1.1	1.1	1.1
Algiers	1.1	1.1	1.1
Amman	1.1	1.1	1.1
Antwerp	1.1	1.1	1.1
Athens	1.1	1.1	1.1
Bahia	1.1	1.1	1.1
Batavia	1.1	1.1	1.1
Bombay	1.1	1.1	1.1
Buenos Aires	1.1	1.1	1.1
Calcutta	1.1	1.1	1.1
Canton	1.1	1.1	1.1
Cebu	1.1	1.1	1.1
Colon	1.1	1.1	1.1
Dacca	1.1	1.1	1.1
Delhi	1.1	1.1	1.1
Disse	1.1	1.1	1.1
Edinburgh	1.1	1.1	1.1
Genoa	1.1	1.1	1.1
Hankow	1.1	1.1	1.1
Hong Kong	1.1	1.1	1.1
Kobe	1.1	1.1	1.1
London	1.1	1.1	1.1
Lyons	1.1	1.1	1.1
Manila	1.1	1.1	1.1
Medan	1.1	1.1	1.1
Memphis	1.1	1.1	1.1
Montevideo	1.1	1.1	1.1
Moscow	1.1	1.1	1.1
Mytilene	1.1	1.1	1.1
Nairobi	1.1	1.1	1.1
Paris	1.1	1.1	1.1
Peking	1.1	1.1	1.1
Rangoon	1.1	1.1	1.1
Reykjavik	1.1	1.1	1.1
Rome	1.1	1.1	1.1
Singapore	1.1	1.1	1.1
Sourabaya	1.1	1.1	1.1
Tientsin	1.1	1.1	1.1
Yokohama	1.1	1.1	1.1

The Times Crossword Puzzle No 16,373



- ACROSS**
- 1 So American brother appears in doctor's hat (5).
 - 9 Picture clearly a source of water (4).
 - 10 Times including her in averages (4).
 - 11 Interpret Wallace's chaps to a T, for a change (12).
 - 13 Worthless fellow has bunch of keys (3,3).
 - 14 Spar with athlete, Augustus (4,4).
 - 15 Play this dance for itself (7).
 - 16 Blend of scarlet and red wines (7).
 - 20 Short lot arranged for Mevis (6).
 - 22 Not the sort of bird that moves as the crow flies (6).
 - 23 Pragmatic principles of Tom's periods in power? (5,2,5).
 - 25 Old Testament character destroyed by whale (4).
 - 26 A stammering recipient of 13? That's right (8).
 - 27 Practice adding two points to try again (8).
- DOWN**
- 2 Unexpectedly come upon pass (8).
 - 3 Irish castle for visitors seeking a good address (7,5).
 - 4 Jeopardize plea from peace-maker? (8).
 - 5 Occupational work not even prophet's undertaken (3,4).
 - 6 Islands' capital provided by Germany, partly (6).
 - 7 He's rustic, she's divine (4).
 - 8 Philosopher's American scheme? (8).
 - 12 Officer counters a play by Irishman (5,7).
 - 15 In a month, or two, repaired road (8).
 - 17 Language of vulgar wife (3,5).
 - 18 Lock son in with father for this offence (8).
 - 19 Addition to cap her's right to have after exploit? (7).
 - 21 Ancient or modern poet (6).
 - 24 Clue's an anagram - that's fishy (4).

Solution of Puzzle No 16,372

ACROSS
1. AMERICAN
9. PICTURE
10. TIMES
11. INTERPRET
13. WORTHLESS
14. SPAR
15. PLAY
16. BLEND
20. SHORT
22. NOT
23. PRAGMATIC
25. OLD
26. A
27. PRACTICE

DOWN
2. UNEXPECTEDLY
3. IRISH
4. JEOPARDIZE
5. OCCUPATIONAL
6. ISLANDS
7. HE'S
8. PHILOSOPHER
12. OFFICER
15. IN
17. LANGUAGE
18. LOCK
19. ADDITION
21. ANCIENT
24. CLUE
27. PRACTICE